A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 1, 1964

More states . . .

. . . "deliver the goods"

. . . in export programs

page 2

Business Bulletins *from around the world*

BELGIUM—Le Tourneau-Westinghouse, Peoria, Ill., in joint venture with Cominiere of Belgium establishes L-W Manufacturing S.A., capitalized at $400,000 with initial investment of $2 million. New plant, when completed at Gembloux, to produce earthmoving, construction equipment.

CAMEROON—New firm, Societe Sucriere du Cameroun, formed as joint French-Cameroonian venture, represents total investment of $7.3 million; to manufacture minimum 10,000 metric tons of refined sugar annually.

CONGO (Brazzaville)—Newly established Compagnie des Potasses du Congo to mine extensive potash deposits in Holle-St. Paul area. Estimated total investment, mostly French, including construction of housing, loading installations at Pointe Noire, to be close to $50 million. Annual sales estimated at $10 million with 1st stage of production turning out 350,000 tons of marketable potassium oxide salts annually.

ETHIOPIA—Italian shoe factory, cardboard box factory inaugurated in Asmara. Shoe factory presently employs 100, produces 500 pairs leather shoes daily. Employment, production soon to be tripled. Box factory presently uses imported raw material.

FRANCE—4.7 million TV sets reported in March 1964, compared to 3.7 million in March 1963, 2.8 million in March 1962.

GHANA—Yugoslavian company, Energo-Project, to construct $610,000 slaughter house in Tema industrial area. Plant to process 50,000 sheep, pigs, goats annually; hides, bones as by-products. Facility also to include ice factory, cold storage area.

INDIA—Government withdraws subsidy granted to cement, power plants which substituted furnace oil for coal. The subsidy was in form of rebate of $1.03 per metric ton of furnace oil in applicable excise duty.

JAMAICA—Minister of Trade and Industry announces completion of negotiations to build new port for Kingston. Project to cost about $4.2 million, provide deepwater facilities in 3 alongside berths with transit shed space, modern passenger terminal facilities. Project undertaken by consortium of 3 large local groups of companies. Some financing to come from Commonwealth Development Corporation, public subscription.

JAPAN—Government removes import controls on lemons. Import status of other citrus, citrus products remains unchanged. Liberalization of lemon imports should benefit substantially both U.S. exporter, Japanese consumers.

KUWAIT—With recent purchase of Trans Arabian Airways, Government-owned Kuwait Airways Corporation becomes only domestically-owned airline.

Construction progresses on international airport, to be largest in Middle East when completed in mid-1965. 11,500-foot runway to be able to handle up to 40 flights per hour.

MALAYSIA—Central Electricity Board (CEB) orders $4.3 million power plant from Mitsubishi Shipbuilding Company of Japan. Another Japanese firm wins contract to prepare plant's foundation. Plant, to be located in Prai, to include two 30,000 kw. generators, tied into national grid.

NETHERLANDS—Imports of U.S. goods for January-February period totaled $125 million, 34% over similar period 1963. U.S. market share for that period also rose from 10.2% in 1963 to 10.8%.

PAKISTAN—Trade Fair to be held in Karachi from October 1 to November 15, under auspices of newly-formed private company, Pakistan Exhibitions Corp.

PHILIPPINES—Elizalde Iron & Steel Corporation plans to install additional tinplate making capacity of 80,000 metric tons. With increase in import duty on tinplate from 15 to 30%, domestic annual requirements of about 60,000 tons will probably be supplied by local plant; additional capacity of 80,000 tons may be intended to supply some of the tinplate requirements of other countries in region.

SWEDEN—Swedish-Polish trade agreement to have expired April 30 continues in force for another year. Imports from Poland in 1963 had value of $31 million, exports valued at $15 million.

The State Railroad of Rumania places $10 million order for electric locomotives with Swedish electric company Asea, 3 other smaller firms. Delivery to start in 18 months.

SWITZERLAND—Swiss banks, Banque Pictet & Co., Compagnie de Gestion et de Banque, Swiss Bank Corporation, contribute to World Bank's recent $32.5 million loan to New Zealand Electricity Department for financing construction of direct power transmission line from Benmore Power Station to Wellington, laying of high-tension underwater cable across Cook Strait.

SYRIA—Sefrolec, French firm, already involved in studying project for electric grid joining major Syrian cities, may get contract to investigate use of natural gas for generation of electric power.

TANGANYIKA—New plywood factory opens here owned by local interests Sikh Saw Mills. Total investment in factory amounts to $700,000, of which government-controlled Tanganyika Development Corporation advanced approximately $140,000.

UNITED ARAB REPUBLIC—$98 million loan from Kuwait announced. $28 million of this amount expected to be used for widening, deepening Suez Canal.

UNITED KINGDOM—April's unemployment figure of 1.8% is lowest level since July 1962. If trend continues, mid-summer may see more vacant jobs than there are unemployed.

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Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to the nearest Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

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the cover

Pier activity at U.S. ports reflects stepped-up export volume from many States. These States are inaugurating or strengthening their own export expansion programs and contributing significantly to a rise in U.S. exports of 10% in the 2 years since the late President Kennedy presented the first "E" for international trade achievement. For details of State programs, see story beginning on page 2.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

June 1, 1964 — Volume 70, Number 22

FEATURES

2 Many state governments, from Alaska to West Virginia, realize worth of selling more products overseas, set up export expansion programs

7 Five businessmen, two Commerce Department officials to travel through Greece on trade, investment mission; U.S. business proposals are invited

9 Benelux fast becoming important chemical center in Europe; availability of natural gas among factors pointing to opportunities for U.S. sales

11 List of 'E' award winners grows as six organizations honored for assistance in export push; ceremonies held in Chicago, New York, Dayton

15 Neil Hurley, on Central American trip, observes Secretary Hodges at press conference, says he 'wears hospitality like a sport jacket'

TRADE FAIRS AND CENTERS

12 Electronic products firms have opportunity to exhibit in Stockholm; Business Information Center to be maintained at 40th Marseilles trade fair

13 U.S. exhibitors at recent fair in Bamako, Mali, reportedly sell entire line of products on display; photographs show interest of buyers, visitors

WORLDWIDE BUSINESS OUTLOOK

16 Argentina still seriously hurt by business recession of 1962; slow recovery perks up slightly in 1st quarter of 1964; grain crop bountiful

18 Multi-million dollar highway construction projects underway in Thailand; program offers lush contracts to builders, suppliers; other works planned

FOREIGN GOVERNMENT ACTIONS

20 ECSC Council of Ministers approves draft agreement for coordinating existing energy policies; stops short of complete integration requirements

INVESTMENT OPPORTUNITIES

23 Venezuelan businessmen continue proposing joint ventures to U.S. businessmen; opportunities still comming from recent trade development mission

WORLD TRADE OPPORTUNITIES

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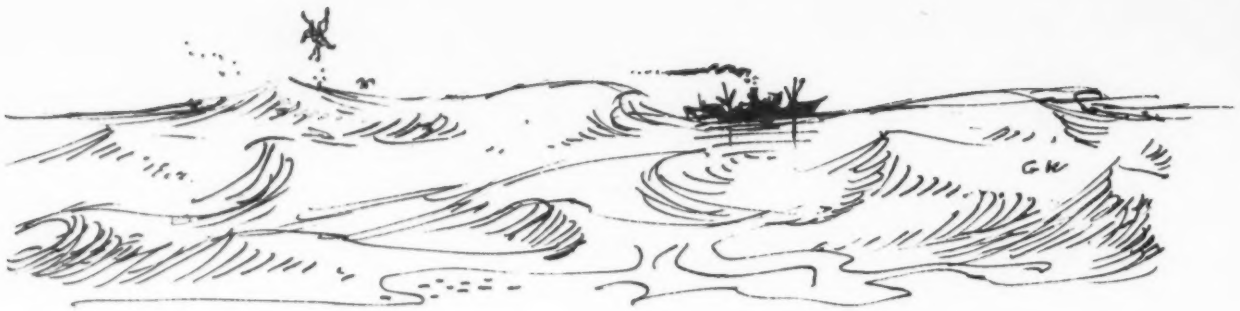


ALASKA TO WEST VIRGINIA

States win export laurels

Prosperity, jobs, solutions for problems of automation sought in special drives

By STANLEY LICHTENSTEIN
Staff Writer

Take a random sampling of data from States north and south, east and west, and you get a variegated and intriguing picture: six thousand cases of canned green beans sold in Europe by a North Carolina firm . . . 25 new workers hired by a small Illinois manufacturer . . . 20,000 square feet added to the 50,000-square-foot plant of a Long Island, N. Y., anesthesia-equipment maker . . . 91% of a Colorado mining machinery firm's total production sold abroad (1961-63).

Foreign trade is the stuff out of which all these bits and pieces are made. Together, they form a mosaic in which America's future is writ large. Many State governments, aware that a new job for an American worker is created on the average by every $6,000 worth of U.S. goods exported, are setting up their own export expansion programs. Forty field offices of the U.S. Department of Commerce, and National and Regional Export Expansion Councils, offer a variety of aids in these efforts.

Want more

For some States, cultivation of international commerce is an old habit and its sweet fruits have been long enjoyed. This leads, not to complacency, but to an insatiable craving for more—a happy addiction which offers hope of a cure for America's unfavorable balance of payments.

New York, with annual exports approaching $2 billion (about 10% of the national total), craves more. Calculating that a 10% increase could provide 50,000 new jobs in manufacturing and service industries, the State's Division of International Commerce last fall formally opened a European Office at 20 Avenue des Arts, Brussels, Belgium. The Governor was on hand for the dedication ceremony. The Brussels office was described as "a key to the efforts of New York State both to expand its exports to Europe and to encourage European manufacturers to build plants in New York State or set up joint ventures with New York firms in order to draw on the State's abundant supply of skilled labor." About six months before crossing the ocean to set up shop in Brussels, New York had opened a branch office in Montreal, Canada, its first outside the United States.

Stimulus

Itself less than two years old, the Division of International Commerce—part of the New York State Department of Commerce—can cite accumulating evidence of the stimulus it provides. Thirty million dollars in new export business is estimated to have resulted from Division services in 1962, and last year's total is unofficially estimated—pending final computations—at $50 million. Channeling trade leads from some 75 free world countries to nearly 10,000 New York State firms interested in exporting particular products, the Division has sparked promotions reaching 60,000 foreign manufacturers and buyers. It advertises in 40 to 44 newspapers in 30 countries. These activities are regarded as essential by business and government leaders conscious of the massive competition, with 15,000 U. S. communities and regions organized to seek industry, tourists, and jobs, and—in New York City alone—185 foreign governments and American states and cities operating promotional offices.

Tarheel traders

Another dynamo of export activity is North Carolina, whose program is centered in the Department of Conservation and Development, under the Commerce and Industry Division. A Presidential "E" for export excellence was awarded the Department last spring in recognition of the variety and comprehensiveness of its approaches to improving North Carolina's billion-dollar-a-year international trade volume.

These approaches included State-organized overseas trade missions, mammoth State-sponsored international trade fairs in 1961 and 1963, significant increases in overseas-bound cargoes leaving the State's ports, and inducement of European firms to open plants in the State. Commerce and Industry Division workers round up trade leads from many sources and channel them to North Carolina businessmen. Those 6,000 cases of canned green beans mentioned at the beginning of this article represented an initial export sale derived from a trade lead furnished by INTERNATIONAL COMMERCE. The State agency regularly joins in sponsoring Regional Export Expansion Council workshops, as well as export clinics in cooperation with local chambers of commerce.

Plainly, the results have been a quickened interest on the part of North Carolina firms in foreign sales, a greater receptiveness to the State's products among overseas buyers, and a prospering Tarheel economy.

Illinois unit

Also in the major league among exporting States, with the usual insatiable craving for more, is Illinois, which 2 years ago formed the Midwest's first State group uniquely dedicated to drumming up trade overseas. The Illinois Committee for Trade Expansion (ICTE) is led by Honorary Chairman Clarence Randall, former Inland Steel Co. president, and Chairman William Blackie, Caterpillar Tractor Co. president. Members include 40 to 50 Illinois businessmen and the director of the U.S. Commerce Department's Chicago field office. ICTE's executive secretary is Gene Graves, executive director of the Illinois Board of Economic Development, established a year earlier.

Illinois aims to provide 75,000 new jobs every year for the next 10 years to meet the challenge of increased automation and a predicted population explosion. This means that the State—already in the front rank with combined industrial and agricultural exports amounting to some 9% of all U.S. shipments—must interest many more than the currently participating 15% of its firms in international trade.

A 3-week European trade mission led by the Governor last fall showed what can be done. Fifteen of the participating manufacturers reported completion of sales totaling $612,120 while still in Europe, with expectations by the whole group of $5,564,120 in direct overseas sales in 1964. Companies represented had average work forces of 110 employees, and typical comments of mission members were: "If things develop as anticipated, I'll be able to employ an additional 25 people for production of the goods that I'll be exporting." "We may add one or two skilled machinists as a result of this mission." "Since my return we have been almost constantly working on special quotations to the firms I called on in Europe. We will probably feel the effects of this trip for years." "We have increased our work force 40% as a result of new overseas sales."

State by State

At this writing, State programs in outline present this picture:

Alaska. Department of Economic Development and Planning, headed by Commissioner Henry Roloff, Box 1421, Juneau, conducts feasibility studies for developing certain products to be sold abroad. Department of Natural Resources, Box 1391, Juneau, recently sent Commissioner Phil R. Holdsworth and the State Forester to Japan to study possible markets for Alaska's natural resources. A newly enacted law, introduced by State Senator Robert McNealy of Fairbanks, establishes in the Governor's office an Alaska-Far East trade and information office. The Governor made a personal visit to Japan a year ago.

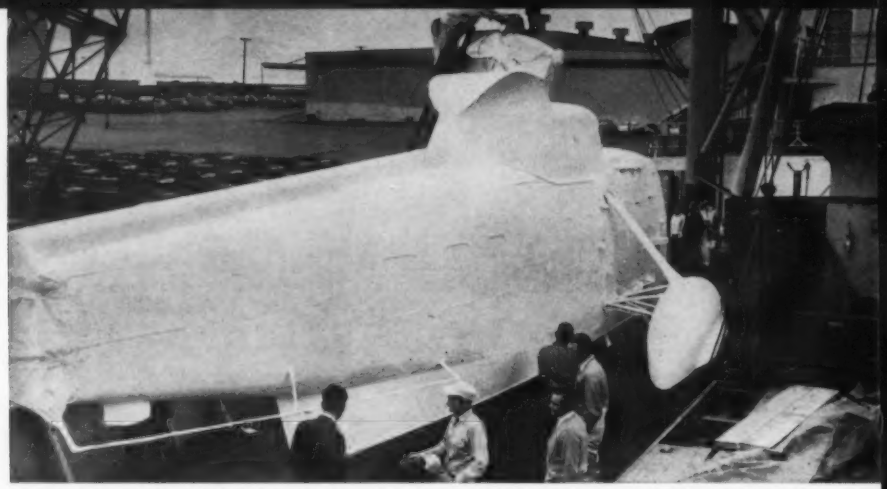
Arizona. Exports and imports, tourism, industry, public health, agriculture, water survey, and communications are concerns of the Arizona-Mexico West Coast Trade Commission, with the governors of Arizona and the Mexican State of Sonora serving as honorary chairmen. Twenty businessmen of the State serve on the Arizona Commission under the chairmanship of A. Presby Colburn, export manager of the International Metal Products Division of the McGraw-Edison Co., Phoenix: secretary of the Arizona group is Boyd H. Gibbons, Jr., industrial assistant to the Governor. The Sonora commission is similarly constituted. International conferences jointly sponsored by the Universities of Arizona (Tucson) and Sonora (Hermosillo) have been held annually since formation of the Arizona-Mexico West Coast Trade Commission in 1959. Arizona trade missions last year and again this year attended Mexico City's annual Feria del Hogar (Home and Trade Fair). Development of Guaymas, Sonora, as an "In-Bond" Port in the Gulf of California is currently the subject of a feasibility study; proponents see the proposed move as of great potential value to Sonora, while Arizona would acquire an outlet to the sea for exporting and importing goods.

California. Since 1956, the World Trade Center Authority (WTCA), established by a 1947 legislative act, has functioned as an independent State export and tourism-promoting agency headquartered in the Ferry Building, San Francisco. A WTCA representative for Mexico was recently appointed, and others will be sent to the European Economic Community and Japan. Adolph P. Schuman is WTCA chairman and J. Monroe Sullivan is executive director.

Colorado. Financial assistance, sponsorship of trade-promotion events, and personal efforts by the Governor have formed the sinew of Colorado's export expansion activities, centered in the State Division of Commerce and Development, 600 State Services Building, Denver. Dwight E. Neill, director, served on the first U.S. Trade and Industrial Mission to the Philippines, has worked closely with the Colorado Regional Export Expansion Council, and supervised the 1962-63 survey of the State's export potential. The Division currently is distributing the 1964 revised *Colorado, U.S.A., Export Directory*, published through the financial support of the State and several business organizations. The first (1960-61) directory pointed up the front-rank position of consulting engineering in Colorado's export program, and led to sharpened U.S. Government assistance to engineers in international practice. The Institute for International Engineering, America's first forum on the international engineering field, was conducted at the University of Colorado, Boulder, in January 1963 and the Second Institute is slated for Sept. 23, 1964, at the University. The Governor also sponsored the State's first organized export training program for businessmen on the Boulder campus November 1960-February 1961. Besides engineering services, Colorado's export specialties include mining and metallurgical machinery, farm machinery, light industrial equipment, electronics, and precision instruments, with the largest individual exporting manufacturers producing rubber products, luggage, and steel products. Non-manufactured exports include molybdenum and vanadium concentrates, wheat, beans, and seeds.

Delaware. Export promotion is carried on under Edwin Golin, director of the Development Department, Dover, Delaware. The Department of Public Instruction conducts an export operations course in cooperation with the State Chamber of Commerce. A European trade mission to be headed by the Governor is planned by the

OPERATION LONG-HAUL, N.Y.: 'Container Transport International, Inc.' is familiar label on cargoes moving to world waterfronts. The New York firm has developed a system of containerization for goods in international commerce. CTI has 'fleet' of 8,000 assorted containers for all sorts of cargo up to and including bulk liquids.



SHIP-SHAPE, FROM CONNECTICUT: Pakistan International Airlines was the customer for three Sikorsky 23-passenger helicopters flown to Baltimore from Stratford, Conn., then packed for the sea route.

MICHIGAN ENGINEERS' PRIDE: Revolutionary new turbine-powered car is unloaded from airplane by special rig in Stockholm during world demonstration tour. Car is Chrysler, International, product.

BIG PENNSYLVANIA ITEM: A 300-ton furnace hood made by the Koppers Co. of Pittsburgh is loaded on ship. Cargo is part of 1,500-ton shipment to Finsider group, one of largest Italian steel combines.

Development Department and the State Chamber of Commerce.

Florida. Overseas tourist travel to Florida and international trade promotion come under the International Trade and Travel Department (ITTD) of the Florida Development Commission, Wendell Jarrard, chairman-director of the Commission, and Gui Govaert, manager of the department, both at Commission offices, Tallahassee, Florida, 32304. ITTD, in cooperation with the Jacksonville field office of the U.S. Department of Commerce, helped organize the foreign trade workshop held at the Florida Industries Exposition in Orlando last month. In 1963, the state agency arranged to send a specially-equipped Greyhound bus to major European cities, serving as a Florida tourist and trade-promotion attraction. Overseas trade opportunities taken from INTERNATIONAL COMMERCE and other sources are disseminated by ITTD among Florida firms, and companies in the State are encouraged to exhibit at U.S. Department of Commerce overseas Trade Centers and Trade Fairs. The State agency works closely with the Florida Institute for Continuing University Studies to organize regional export trade seminars, and has an arrangement with the University of Florida to compile and correlate Florida export-import trade statistics.

Georgia. The Department of Industry and Trade (successor to the Georgia Department of Commerce) recently completed extensive research for a new world trade directory of Georgia, regularly disseminates trade opportunities to Georgia industry, encourages firms in the State to participate in international trade fairs, and has played host to conferences between local businessmen and returning members of U.S. trade missions to Austria and Switzerland. Earlier activities included the May 1961 State-wide Governor's Conference on Trade and Commerce and the March 1962 Governor's trade mission to Europe. Continuing efforts and programs of the Georgia Ports Authority are another key factor in the State's export expansion accomplishments. Jack Minter is director of the Georgia Department of Industry and Trade, at 100 State Capitol, Atlanta, Ga. 30303, and J. D. Holt is executive director of the Georgia Ports Authority, P. O. Box 1039, Savannah, Ga.

Hawaii. Stimulation of international trade is a responsibility of the State Department of Planning and Economic Development in Honolulu. Hawaii is applying for the establishment of a Foreign Trade Zone in the Honolulu area.

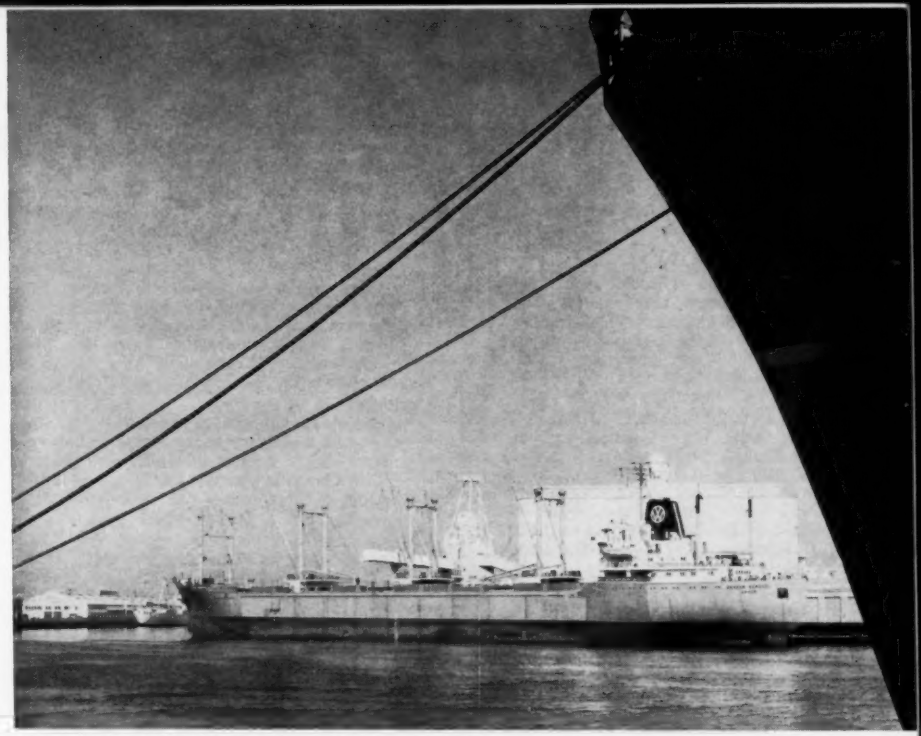
Idaho. The State government cooperates closely with Regional Export Expansion programs, and the Governor works with an international trade advisory committee.

Illinois. The Illinois Committee for Trade Expansion (ICTE) operates under the State Board of Economic Development, State of Illinois Building, Chicago, Ill. 60601. For details, see page 3.

Indiana. Trade promotion programs are under the direct supervision of the Lieutenant Governor's Department of Agriculture, Industry, and Public Relations.

Kansas. Overseas trade promotion is a responsibility of the Kansas Department of Economic Development, Jack Lacy, director. The Department's Export Expansion Director is Clarence J. Becker, State Office Building, Topeka, Kansas.

Kentucky. The State's export expansion program is under Miss Katherine Peden, Commissioner, Kentucky Department of



CALIFORNIA TO ROTTERDAM: German ship *Johann Schulte* prepares to leave from new terminal facilities of United States Borax & Chemical Corp., Wilmington, Calif., for Rotterdam, where a Borax affiliate has storage and forwarding facilities. *Schulte* carries history's first bulk borate shipment.

ILLINOIS EXPORTS COMFORT: Admiral Corp. room air conditioner—one of 4,000 manufactured at the firm's appliance facility in Galesburg, Ill., to fill order from Arabian Gulf state of Kuwait—is shown being lowered hydraulically into export shipping carton, ready for journey to land of 100° in shade.

Commerce, New Capitol Annex Office Building, Frankfort, Ky. State efforts are tied in with those of local Chambers of Commerce and the U.S. Department of Commerce.

Maine. The State Department of Agriculture under Commissioner E. L. Newdick develops trade opportunities for Maine producers, packers and processors of agricultural products. In the Division of Plant Industry under Director Paul J. Eastman, H. G. Hawes serves as Chief of Foreign Trade Development. The Maine Maritime Academy training ship was recently utilized to exhibit Maine products in the Caribbean area, and Department officials set up businessmen's meetings at the ports visited.

Maryland. John L. Kronau, Maryland Port Authority chairman and member of the Philadelphia Regional Export Expansion Council, heads a Maryland council working with national organizations to increase Maryland's foreign commerce. The chairman of Maryland's Department of Economic Development is a council member along with industry, transportation and banking leaders.

Massachusetts. The monthly *Commerce Digest*, published in Boston by the Massachusetts Department of Commerce, devotes the last 2 pages of every issue to foreign trade and trade opportunities. Commissioner John T. Burke is a member of the Regional Export Expansion Council.

Michigan. The State Department of Economic Expansion under Executive Director B. M. Conboy operates a World Trade Expansion Council (WTEC) with Michigan State University Professor John M. Hazard serving as chairman. Some WTEC sparkplugs are also members of the Regional Expansion Council. WTEC is making a survey of regional and international trade. Offices of the Department of Economic Expansion are in the Stevens T. Mason Building, Lansing, Mich. 48926.

Missouri. The State Division of Commerce and Industrial Development, 8th floor, Jefferson Building, Jefferson City, Mo., sponsors a variety of export expansion activities under the leadership of Lawrence A. Schneider, director. The Governor and 22 Missouri businessmen have just returned from a trade mission to England, France, Germany, Belgium, and Italy. In production is a catalogue of Missouri companies interested in doing business with overseas firms.

New Hampshire. Last year the Governor named a 15-member New Hampshire Council on Foreign Trade, comprised of business executives, educators, and heads of State departments. Goals of the unit are to increase New Hampshire's exports and also to obtain "subsidiary benefits . . . in the form of foreign and domestic licensing of manufactured products to increase industrial employment within the State and to attract foreign investment. . . ." John F. Rowe, commissioner, New Hampshire Department of Resources and Economic Development, is a Council member.

New Jersey. Small and medium-sized firms seeking overseas trade are to be leading beneficiaries of a program inaugurated in February with the establishment of an International Commerce Section in the State Department of Conservation and Economic Development, under Commissioner Robert A. Roe. Chief of the section is William B. Duryee, formerly a foreign trade specialist in the Division of Resource Development. Principal objectives are development of overseas markets for New Jersey products, encouragement of foreign tourism, and inducing foreign manufacturers to set up plants in New Jersey.

New Mexico. The State Industrial Division cooperates with the U.S. Department of Commerce in promoting export trade, while the New Mexico Development Office cultivates tourism.

New York. The Division of International Commerce, directed by Howard D. MacPherson, 230 Park Avenue, New York 10017, N. Y., operates under the State Department of Commerce, Albany, headed by Keith S. McHugh. For details, see page 2.

North Carolina. The Department of Conservation and Development, under the Commerce and Industry Division, conducts North Carolina's export expansion program. See page 2 for details.

Ohio. The year-old State Development Department is perfecting plans for a full-fledged export expansion program under George E. Wilson, director, and F. P. Neuenschwander, deputy director, 1005 Ohio Departments Building, Columbus, Ohio 43215. Overseas trade missions are being pushed, and the Department is working closely with local Chambers of Commerce.

Oklahoma. An industrial engineer and market coordinator, W. J. Dickinson, has joined the staff of the Oklahoma Department of Commerce and Industry as a specialist in export expansion under a recent appropriation. Dickinson visits many Oklahoma manufacturers and works closely with the Dallas field office of the U.S. Department of Commerce. The Governor and other State officials have participated in conferences arranged by the field office. The Oklahoma Department of Commerce, directed by Lloyd K. Allen, Sequoyah Building, Oklahoma City, Okla., is compiling a directory of exporters in the State.

Oregon. Regional Export Expansion Council programs in Oregon are given active support through the membership of Sam Mallicoat, director of the State Department of Planning and Development.

Pennsylvania. Officials of the Harrisburg government concerned with export promotion include: John K. Tabor, secretary, Department of Commerce; E. D. Smith, director, Bureau of Business Services; and William T. Carey, director of foreign trade, Bureau of Business Services. The Governor in April keynoted a special conference on Pennsylvania exports to Japan, Pennsylvania's first State-wide export conference. A series of small export meetings outside the major industrial areas was launched recently with meetings in Washington, Pa., and Edinboro, Pa. The State Commerce Department cooperates with Philadelphia and Pittsburgh field offices of the U.S. Department of Commerce by providing directories of Pennsylvania manufacturing exporters and other data from the annual State census.

Puerto Rico. "Fomento"—the Economic Development Administration, in the Puerto Rican Department of Commerce—operates the export expansion program under Dr. Carlos J. Lastra, Secretary of Commerce, and Rafael Durand, "Fomento" administrator, Santurce, Puerto Rico. A newly established Foreign Trade Division in September-October 1963 sent a trade mission to Bogota, Colombia, followed by a January-February 1964 do-it-yourself mission to Aruba and Curacao. Further trade missions are being carried out this year, and a Caribbean Samples Fair is under consideration. The November 1963 Governor's Export Expansion Conference, held in cooperation with the U.S. Department of Commerce, generated widespread enthusiasm. "Fomento" has operated a Markets Development Corporation—a public body—for more than a year to develop sales for Puerto Rican products under contracts with individuals. Recently, "Fomento" announced its intention to request an industrial foreign trade sub-zone to be operated by the Commonwealth Oil Refining Corp., from which certain petroleum by-products would be sold in Europe.

Rhode Island. The State Development Council provides the Sunday *Providence Journal* each week with trade leads obtained from the Boston field office of the U.S. Department of Commerce. Executive Director of the Council is Adolph T. Schmidt, and the Senior Industrial and Foreign Trade Specialist is John C. Tanner.

Texas. Export expansion activities are carried on by Harry W. Clark, executive director of the Texas Industrial Commission, 1015 State Office Building, Austin, Texas. Clark, a member of the Dallas Regional Export Expansion Council, has moved for the establishment of a Texas Export Expansion Council, and for additional personnel in his office to specialize in international trade. Trade leads are published in the Commission's newsletter.

Virginia. Both the Department of Agriculture and Immigration, and the State Ports Authority are concerned with export expansion. Specialists in the Marketing Division of the Department of Agriculture work closely with tobacco, apple, and grain and feed associations as well as other farm groups and individuals. A Division official has represented Virginia trade associations at U.S. trade fairs in Colombia and England, and the Division in cooperation with the Richmond field office of the U.S. Department of Commerce has sponsored export clinics for local businessmen. Virginia Ports Authority representatives participate in clinic programs and provide day-to-day advice to firms now exporting or seeking to enter the field. Director of the Marketing Division is Hollis Shomo, Virginia Department of Agriculture & Immigration, 203 Governor St., Richmond, Va.

Washington. The State program is centered in the Washington Department of Commerce and Economic Development, under Director Robert E. Rose, General Administration Building, Olympia, Washington. The Department disseminates export opportunities provided by the Seattle field office of the U.S. Department of Commerce, organizes export expansion seminars, works closely with the Regional Export Expansion Council, and assists in identification of export firms through its *Directory of Washington State Manufacturers*.

West Virginia. A recent West Virginia trade mission to Europe was organized and sponsored by the State Department of Commerce, which is intensifying its foreign trade efforts under the direction of Paul Boiarsky, assistant commissioner in charge of export expansion, State Capitol, Charleston, W. Va. 25305. With the aid of a newly appointed full-time international trade specialist, Henry J. Barbour, the Department counsels firms on overseas markets and supplies them with trade leads from INTERNATIONAL COMMERCE.

Trade and investment mission to cull specific opportunities in Greece for U.S. businessmen

Will be there November 7-December 6; favorable climate seen in country's steady growth, stable financial structure, need for capital goods, historic ties with United States

A U.S. Trade and Investment Mission will visit Greece November 7-December 6.

The Mission will be comprised of 5 U.S. businessmen with specialized experience and two Commerce Department officials serving as Mission Director and Trade Development Officer.

Present and anticipated opportunities in Greece warrant increased promotional efforts by U.S. exporters and investors. With a record and potential for steady real growth, a stable financial structure, the need for capital goods, and historical ties with the United States, Greece is expected to provide an expanding market for U.S. exports. The Greek Government is especially interested in encouraging and protecting private foreign investment which has been stimulated further by Greece's association with the Common Market.

The Mission will center its activities around Athens, Thessaloniki, and Patras and will be in a position to follow up on the trade opportunities developed as a result of Commerce participation in the Thessaloniki Fair (September 6-27).

U.S. firms are urged to submit Business Proposals which the Mission members will discuss individually with interested Greek businessmen (see accompanying article).

Double impact

Proposals received in Washington by August 15 will be presented to the Greek business community at the Thessaloniki Fair as well as later by the Mission, thus providing an opportunity for a double impact. The final deadline for submission of Business Proposals is September 25.

Businessmen who qualify and are interested in volunteering their services are invited to make known their availability to the Director, Trade Missions Division, Bureau of International Commerce, Department of Commerce, Washington, D. C., 20230, or to any Commerce Department Field Office. The Mission will include businessmen selected from the following fields:

Investment, licensing, credit: Qualified to discuss U. S. domestic and international credit facilities. Prepared to analyze specific business or investment propositions; to explain techniques and elements involved in presenting specific projects to prospective U.S. investors in such a way as to attract U.S. private capital.

Equipped to investigate financial worthiness of industry and business investment opportunities. Able to discuss industrial development plans; to advise on techniques of presentation of investment opportunities in relationship to small industries and to appraise elements of proposals for joint ventures and capitalization of new and expanding small industries.

Industrial machinery, machine tools, and accessories: Acquainted with the widest possible range of machinery and machine tools. Knowledgeable of machinery requirements for light industries and small-scale industrial enterprises, and utilization of all-purpose tools (highly specialized and automated types are not included).

Food processing: Experienced in a variety of food processing machinery and equipment—food preparation, canning, freezing, dehydration, mixing, bottling, packaging. Knowledgeable of competitive advantages of U.S. equipment and sources of supply.

Chemical products and raw materials: Qualified man might be an engineer with sales experience with a leading chemical company, preferably in the export field. Acquainted with industrial needs for basic chemicals, including the various types, their properties, costs, advantages, and sources of supply in the United States. Knowledge of synthetic fibers and yarns.

Agricultural machinery: Broad experience with a wide range of agricultural machinery, accessories, and related equipment. Knowledgeable of new developments, capabilities, and sources of U.S. supply.

Need current report

Your Business Proposal must be accompanied by one of the following, unless previously submitted within the past year: (1) Department of Commerce Form IA 57 (Registration of U.S. Firms Interested in International Trade or Investment), which may be obtained from your local Department of Commerce Field Office; (2) a current mercantile agency report, or (3) a current bank report.

Business Proposals for Greek traders now being accepted

Final date for submission of BP's is September 25

The U. S. Trade and Investment Mission to Greece will take with it Business Proposals from American firms seeking trade contacts with Greek businessmen.

U. S. firms with a product or service to sell, firms seeking agency or distributor relationships, or those interested in entering into other types of business arrangements are invited to participate.

Business Proposals received in Washington by August 15 also will be publicized at the Thessaloniki Fair (Sept. 6-27). The final deadline for submission of Business Proposals for presentation to the Greek business community by the Mission is September 25.

The Business Proposals submitted will

35-word summary

A booklet containing a summary of all Business Proposals will be distributed in Greece. It is necessary, therefore, that a summary in 35 words or less of each Business Proposal be submitted for inclusion in this booklet, at the time the other information is forwarded to the Department.

be printed in summary form, without identification or address, in a booklet which will be distributed throughout Greece prior to the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal. U.S. firms will be provided with the names of Greek companies which express a definite interest in their proposals in order that follow-up action can be taken.

To submit a Business Proposal, please answer the questions below and submit with 2 copies to the Director, U.S. Trade and Investment Mission to Greece, Bureau of International Commerce, Washington, D.C. 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each Business Proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets in order that the Mission Member can make the most effective sales presentation. Data on the size and scope of your firm, catalogs and pricelists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

If you are representing several firms, submit a separate Business Proposal for each client, with each specified by name and contact.

If your firm offers a wide variety of products, summarize them by commodity groups and submit a separate proposal for each grouping.

Market profile—Greece

Geography: Area, 50,550 square miles (about size of New York State). Mountainous land with many areas of low fertility.

Population: 8.4 million in 1961; most populous area, Athens-Piraeus, 1.8 million; next largest city, Thessaloniki, 500,000. Employed in 1961: 3.3 million; 1.5 million in agriculture, 740,000 in industry, 960,000 in services.

Income: 1963 gross national product estimated at $4.2 billion (1962 market prices). Per capita income 1962: $333, compared with $2,366 in United States.

Mining: Principal minerals produced, 1962 (in thousands of metric tons; metric ton = 1.102 short tons): Lignite, 3,000; bauxite, 1,000; magnesite ore, 150; iron pyrite concentrates, 200; iron ore, 300.

Agriculture: Major crops grown, 1962 (in thousands of metric tons): Wheat, 1,702; potatoes, 483; corn, 281; olive oil, 69; olives, 13; citrus fruits, 321; vegetables, 1,109; tobacco, 92.

Industry: Gradually developing. Chief industries: Textiles, processing of foodstuffs and beverages, cement, chemicals.

Transportation: Shipping under Greek flag early 1964, 1,350 vessels, 7.3 million gross tons. Railroads, 1,683 miles track, all state-operated. Olympic Airways S.A. is Greece's only domestic airline.

Finance: Monetary unit, drachma (30.15 selling = US$1). Foreign exchange, gold reserves as of December 1963: about $278 million.

Exports 1963: On payments basis, $296 million. Exports to United States (Greek figures), $65 million, 22% of total (tobacco, $49 million, most significant).

Imports 1963: On payments basis, $750 million, of which United States accounted for $97 million (U.S. figures) or about 13%. Most important imports from United States: Foodstuffs, petroleum products, agricultural and industry machinery, fertilizers and chemicals used as raw materials, chemical specialties and pharmaceuticals, tires and tubes, transportation equipment.

Mexico sets limits on 1964 beef, veal exports to U.S.

Limits also fixed for 1965, 1966 with triennial review provided

Mexico has agreed to limit beef and veal exports to the U.S. this year to a level 9% below 1963.

The agreeemnt with Mexico is similar to agreements the U.S. concluded with Australia, New Zealand and Ireland in February. It covers beef and veal in all forms other than canned, cured and cooked meats and live cattle.

The 4 countries with which agreements have now been concluded comprise all the principal suppliers of U.S. imports of those products covered in the agreements. Together, they supply 90% of U.S. imports of the products. Mexico accounts for about 7%.

Mexico will limit its exports to the U.S. in 1964 to 66.3 million pounds, in 1965 to 68.8 million pounds, and in 1966 to 71.2 million pounds.

The limit specified for 1964 represents the average level of U.S. imports of these products from Mexico in 1962 and 1963. Mexico's exports to the U.S. in 1965 and 1966 will be allowed to grow by 3.7% annually over the limit set for 1964, the rate at which consumption is expected to grow in this market. The agreement provides for triennial review of this growth factor and adjustment as appropriate for each succeeding period.

The agreement is of indefinite duration but may be terminated by either party upon at least 6 months notice prior to the end of any calendar year.

LICENSING ARRANGEMENT

Manufacturing chemists seek licensing arrangement for manufacture of items such as medicated pastilles, tablets, and packaging of vitamin foods and wet preparations.

Write: Potter and Clarke, Ltd., River Rd., Barking, Essex, England.

SWEDES WANTS U.S. FASHIONS

A Swedish manufacturer of ladies' dresses and skirts seeks licensing rights to make ladies' and teenagers dresses according to designs of U.S. firms. The designs should preferably comprise continental sizes for winter and summer. Write Wallengrens Konfektions AB, Goteborg.

Benelux increases production of petrochemicals, products

Favorable location, business climate, availability of natural gas point to opportunities for U.S. sales

By M. L. CAMPBELL
Chemical and Rubber Division, BDSA

The area comprising Benelux—Belgium, Netherlands, Luxembourg—is fast becoming one of the most important chemical centers in Europe.

Recent developments in petrochemical production, spurred in part by natural gas discoveries in the Netherlands, point up opportunities for U.S. sales of both equipment and chemical raw materials.

Situated on or near some of Europe's finest harbors, interlaced with canals which provide dockside factory sites and inexpensive routes to the industrial heartland of Europe, Benelux is a geographic center of 200 million potential customers. As costs mount and competition for European Economic Community and worldwide markets sharpens, inexpensive and easily accessible water transportation to these countries is increasingly important. That most of Europe lies within a radius of 600 miles from Rotterdam or Antwerp is also an advantage.

The population density of this complex of small countries is greater than in any other European area of comparable size. Standards of living and education are high. The people are well aware of the need for rapid industrialization as their favored colonial sources of trade and raw materials are no longer available to them.

Labor costs in the Benelux vary somewhat; Belgian costs are slightly below those of Holland. Hourly wage rates, including social charges, average 20% less than in Germany, 13% below those in France, but about 4% above those in Italy. Labor has been in short supply in these countries, as in others undergoing the current industrial boom.

U.S. firms there

U.S. firms have found the geographic location and the business climate in the Benelux countries advantageous. More than 80 U.S. firms are manufacturing chemicals and chemical products in these countries for domestic consumption and export. Soaps, detergents, cosmetics, drugs, synthetic rubber, plastics materials, carbon black, paints, antifreezes, lubricating oil additives, textile chemicals, and chemical intermediates are among the products made in these countries by wholly owned U.S. companies or joint venture plants.

Natural resources for organic chemical manufacture have not been extensive. Coal, mined in all three countries, has been the source of fuel, both solid and gaseous; of hydrogen for synthetic ammonia for fertilizer and other chemicals; and of tars, essential as bases for intermediate coal-tar chemicals for such products as dyes, medicinals, plastics, and insecticides.

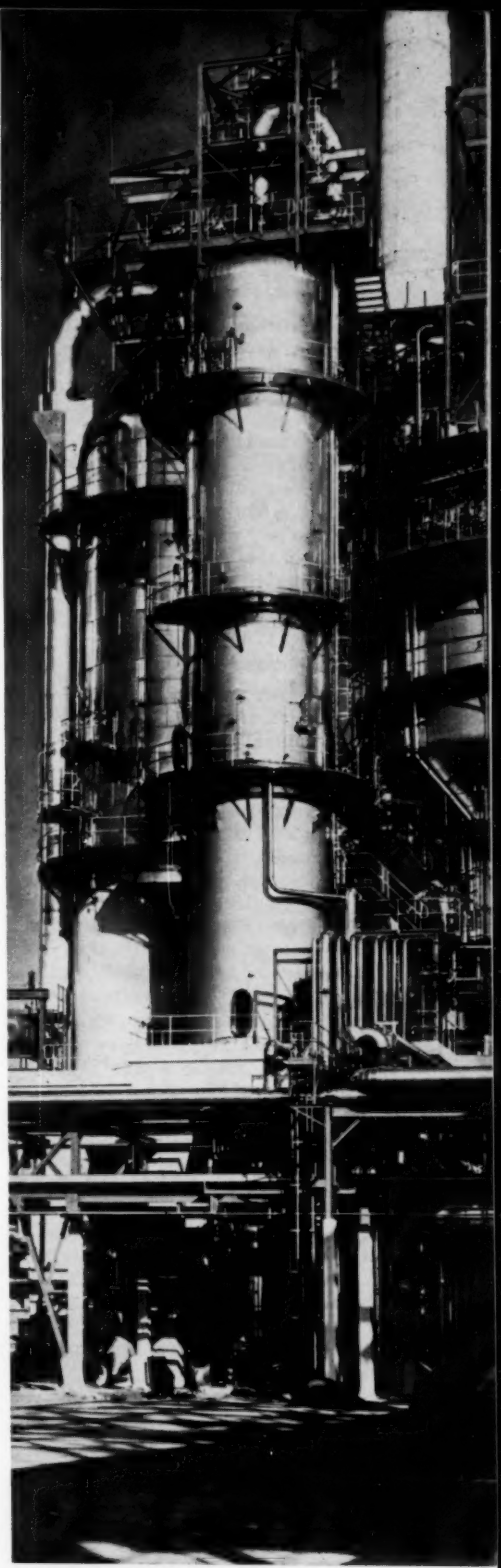
The Benelux countries were among the world's first producers of synthetic ammonia, relying on cokeries as the source for the hydrogen content. In the past few years, however, owing to the increased demand for ammonia, producers have been relying more and more on petroleum fractioning for hydrogen. Also, recently a group has been formed by Bataafse Petroleum Maatschappij (Shell), Societe des Hauts Fourneaux de Mekog, and N. V. Koningklijke Nederlandshe Zoutindustrie (KNZ) to construct an ammonia plant at Delfzijl in northeast Holland, using natural gas from the nearby Groningen fields as source material (INTERNATIONAL COMMERCE, March 9, 1964).

Chlorine and alkalis, used extensively in the organic chemical industry, have been available from naturally occurring salt.

Petroleum a chief source

Petroleum, rapidly becoming a principal source for organic chemicals, must be imported, yet refinery capacity is large and additional plants are under construction. Refineries are principally in the Rotterdam and Antwerp areas where extensive shipping facilities are available. The Royal Dutch Petroleum Co., pioneer in both petroleum refining and petroleum chemistry in the Netherlands, operates a refinery at Pernis near Rotterdam, capable of refining 300,000 barrels a day, by far the largest single such unit in Europe.

Esso Nederland, daily capacity 100,000 barrels, Caltex with 60,000 barrels, and Gulf Oil, now under construction with a planned capacity of 60,000 barrels, all have located in the Rotterdam area.



LARGEST REFINERY: The Royal Dutch Shell refinery at Pernis has an annual 15 million ton capacity. Shown is a part of the catalytic cracking plant, newest and largest in all of Europe.

In Belgium, Societe Industrielle Belge des Petroles (SIBP) operates a refinery of 90,000 barrel daily capacity which is being expanded to 190,000 barrels, and Esso Belgium S. A., operates a refinery of 47,000 barrel daily capacity. These and three smaller plants are in the Antwerp area. Total daily refining capacity in the Benelux is more than 700,000 barrels.

Petroleum chemicals, largely of postwar origin, were not reported as manufactured in Benelux until after 1948. In 1950, only 18,000 tons were manufactured, yet output rose to 145,000 tons (carbon content) by 1960, not including ammonia. Projects scheduled for completion by 1964 will raise capacity to 250,000 tons (carbon content). This does not include the potentialities arising from exploitation of the Dutch gas fields; a similar circumstance previously had given the principal impetus to the French petroleum chemical industry.

Gas available

Perhaps the most important natural resource in the Low Countries for organic chemical manufacture is the natural gas recently discovered in the Groningen field. This field, lying beneath the major section of the Netherlands east of the Zuyder Zee and extending to the Ems Estuary, has been approved recently for exploitation. The exploration work was carried on jointly by Esso Standard and the Royal Dutch Petroleum group. The Netherlands Government granted approval in July 1963 to N. V. Nederlandse Aardolie Maatschappij (NAM), the joint enterprise of these two companies established specifically for this project, to produce oil and gas in the Groningen Province.

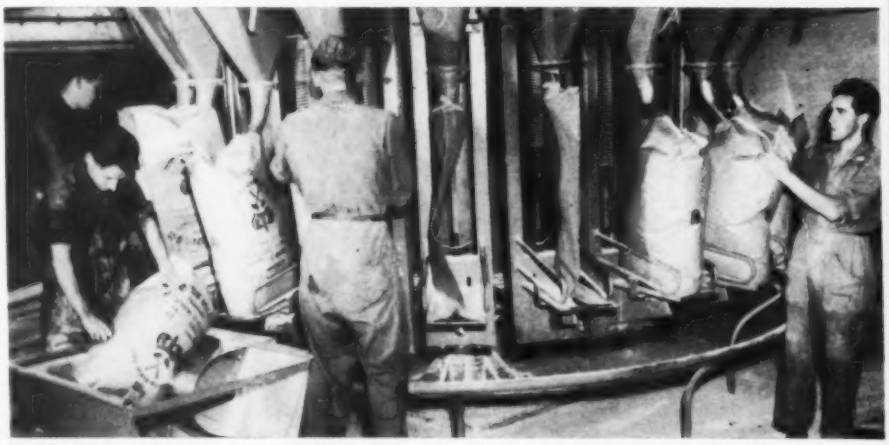
Distribution of the gas is the major task at present, but plans have already been announced for some industrial expansion based on its availability. In addition to the ammonia plant already referred to, an aluminum plant is planned at Delfzijl and carbon black and acetylene facilities have been mentioned as early possibilities. The list undoubtedly will grow rapidly as new demand for chemicals requires additional facilities.

Reserves in this Dutch field are estimated at 1.1 trillion cubic meters, far larger than those in the French fields at Lacq or in the Italian fields. It has been estimated that by 1975 the Dutch will supply 40% of Europe's gas. Germany has discovered only small reserves.

Exploiters of the Sahara reserves (more than 1 trillion cubic meters) who may be competitors are faced with transportation expenses, which, when all construction is completed, could bring gas to Europe (the Ruhr for instance) at a cost of $21 per ton coal equivalent compared with estimated costs for European-produced gas of $6-$14 per ton coal equivalent.

Traditionally, the Benelux countries, owing to their locations and until recently, their extensive colonial holdings, have been importers, processors, and exporters; and even today, more than 50% of chemical production is exported. Additional amounts find their way to foreign markets in processed goods.

PLASTIC PLANT: Netherlands State Mines plant is one of the largest producers of plastics in Holland.



NITROGEN PLANT: Fertilizers manufactured in the Netherlands are shipped to 50 other countries.

Benelux chemical, plastics producers total more than 800

More than 800 chemical and plastics firms are operating in the Benelux countries. Activities of a few of those industries most directly concerned with petroleum-derived raw materials or based on petroleum chemistry are described below.

The Shell Chemical group (Shell Nederland Chemische Fabrieken), Rotterdam, leader in petrochemical development, commenced production of synthetic detergents for laundry and industrial cleaning compounds and vinyl plastics materials in 1949. In 1952, it produced synthetic resins; 1953, detergents based on alkylates; 1954, propylene solvents and insecticides; 1956, epichlorohydrin and allyl chlorides; in 1959, glycerin; and 1960, butadiene and synthetic rubber. Facilities for manufacture of other petrochemicals are under construction. At the Pernis refinery, Shell also produces daily 200 tons of sulfur as a byproduct of its refining processes.

Esso plant

Esso Nederland's $15 million plant in Rotterdam with an annual capacity to produce 200,000 tons of primary aromatic chemicals will go on stream soon—the largest plant of its kind in Europe. Increased amounts of benzene, toluene, and xylene will soon be available to the European economy.

At Antwerp, Societe Petrochim, com-

posed of seven Belgian firms and one U.S. company, produces large quantities of ethylene, ethylene glycol, cumene, phenol, acetone, nonylene, acetylene, and dodecylbenzene. These products are based primarily on gases obtained from the Esso and SIBP refineries.

Also at Antwerp, Amocofin produces lube oil additives; its primary material is derived from isobutylene obtained from the SIBP refinery. Societe Cobenam (Petrochim and Union Carbide Chemical Co.) produces high-pressure polyethylene; annual plant capacity reportedly is 15,000 tons.

Near Antwerp, on the Schelde River, Polysar (Polysar of Canada) produces butyl rubber; annual plant capacity, 15,000 tons. Shorko (Shell and Thomassen de Deventer), at Bornem, is planning for a new facility to manufacture polyolefin films.

S. A. Carbochimique, in Brussels, is constructing a polyester plant and has acquired rights to manufacture propylene oxide, and intermediates for production of urethane foams.

Staatsmijnen, of Limbourg, produces polyethylene, using light gasolines as the primary material; annual capacity is reported at 25,000 tons. The company also produces phthalic anhydride using petroleum fractions as the primary material. Capacity is reported to be 7,700 tons. Other companies, either in production or building plants for phthalic anhydride are La Societe Alchemica, 1,200 tons; Chemische Uithorn N.V., 5,000 tons; N. V. Chemische Industrie Syrnes, 5,000 tons.

In the Netherlands, N. V. Chemische Industrie AKU-Goodrich (CIAGO) manufactures butadiene-styrene synthetic rubber at Arnhem. Primary material comes from Shell. AKU (Algamene Kunstzijde Unie) also makes polyester fiber at Arnhem.

du Pont may expand

E. I. duPont de Nemours & Co. produces acrylonitrile fibers at Dordrecht and may expand to acetal resin production.

Ketjen Carbon N. V., jointly with Cabot Corp., produces carbon black at Rotterdam as does Continental Carbon. Dow Chemical International, N.V., produces butadiene-styrene latex and in 1963, in conjunction with Staatsmijnen, will commence production of phenol to support increased demand for caprolactam for nylon manufacture. Dow has announced plans for a new plant at Terneuzen on the Schelde River, but products have not been specified. Vondelingenplaat, with Pennsalt Chemical Corp., is constructing a plant to produce organic sulfur compounds.

Imperial Chemical Industries in the Botlek area near Rotterdam plans to construct a plant to make a variety of products, including acrylic for paints and plastics manufacture.

AKU with Amoco Chemicals Corp. is planning to produce dimethylterphthalates at Delfzijl, using imported para-xylene. AKU also produces nylon at its Arnhem plant. Sidac-UCB with Monsanto Chemical Co. as Bidaplaz, S. A. produces polystyrene film at Charleroi.

E. I. duPont de Nemours & Co., already producing acrylic fibers and expanding to other fibers, is building a plant at Sandweiler, Luxembourg, to produce polyesters, probably of the Delrin type. Anual capacity reportedly exceeds 2,000 tons. Raw materials may be of petroleum or coal-tar origin.

Six manufacturers presented 'E' awards for assistance in expanding U.S. exports

Two Chicago firms, three companies in New York, and one in Ohio are the latest winners of the President's "E-for-Export" award.

At a ceremony May 20 in Chicago, the award went to:

- Abbott Laboratories International Co., a manufacturer of pharmaceuticals which has introduced 163 new products of its research laboratories into world markets. This has resulted in an increase in export sales of more than 30%.

The company also pioneered the introduction of radioactive isotopes for medical use in many areas. Since 1959 its exports of the isotopes more than quadrupled.

- Rockwood & Co., a manufacturer of livestock farming and materials handling equipment. The firm has introduced several new products, including an efficient, low-cost incubator for the poultry industry.

The firm has also brought many farmers from abroad for tours of modern U.S. farms and demonstrations in the use of farm equipment. Its exports made up 13.4% of the total sales in 1963.

Secretary of Commerce Luther H. Hodges presented the awards to Albert R. Wayne, president of Abbott Laboratories, and Robert A. Pritzker, president of Rockwood & Co. An estimated 900 invited guests attended.

The following day, three New York firms were honored for their assistance in expanding exports.

- Avequipo, Inc., exports aviation equipment and has warehouses in Argentina, Brazil, Chile, India, France, Belgium, Italy and Portugal.

It represents a number of U.S. manufacturers overseas and sells to maintenance operators and airplane manufacturers. All of its sales come from exports since it only sells overseas.

- Leonard Haimes Co. designs and outfits mass food service and housing facilities, such as restaurants, hotels, hospitals, institutions, foreign government projects and many private U.S. military clubs overseas.

The firm got started in exporting by hiring former military personnel who had experience in purchasing U.S. kitchen and food-serving equipment and setting up office facilities overseas. Its volume of export sales was 70% of total sales in 1962.

- Farrell Lines, Inc., has long realized the importance of exports to the U.S. economy and has built its export operations from 38.4% of all freight carried in 1959 to 57.8% in 1963.

The firm has been concerned primarily with the African market and recently created a trade development department to stimulate exports by serving as a liaison between the U.S. exporter and the African markets.

Secretary of Agriculture Orville L. Freeman presented the awards to Fred J. Lazard, president of Avequipo; Leonard P. Haimes, president of Leonard Haimes Co., and James A. Farrell, chairman of the board, Farrell Lines, Inc. Approximately 700 representatives from the civic and business community attended the ceremony.

Another ceremony took place the same day in Dayton, Ohio.

- The Tait Manufacturing Co., which produces a complete line of water pumps and water pump systems, has sold its products on four continents. Its pumps and pump systems are designed primarily for use on farms and in suburban areas beyond the city water mains.

It employs about 375 persons at its plants in Dayton and Gettysburg, Ohio. Its exports in 1963 were 3.6% of the total sales.

Robert M. Luckey, director of the Cincinnati Field Office, presented the award to Louis Wozar, president of Tait, and former president of the Dayton Chamber of Commerce.

Stockholm Technical Fair to take place in early October

1,000 firms expected to exhibit; electronics market growing fast

An opportunity for U.S. electronic products firms to show their wares to 60,000 buyers, government officials, production managers, and engineers will occur next fall at the Stockholm Technical Fair.

The sales engineering event will be held Oct. 2-8. More than 1,000 firms are expected to exhibit.

Growing fast

Sweden's electronics market is growing at a rate of 25% a year and will reach $468 million by 1966, according to a recent survey carried out by a marketing research firm for the U.S. government.

On-the-floor sales at the 1963 fair totaled $350,000. After-show sales of participating U.S. firms were $4 million.

Instruments and systems, components, computers, industrial applications, medical electronics are the categories with the best sales opportunities in Sweden.

Information about exhibiting is available from Robert Kan, Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D. C. 20230.

Kuwait industrial trade fair set to open in late October

Kuwait's first commercial industrial trade fair will be held Oct. 24-Nov. 3 at the international airport.

U.S. firms will be permitted to display their products only through their registered agent in Kuwait. The Commerce Ministry said the displays will consist of:

Household wares, electrical appliances, textiles and ready-made wear, jewelry, perfumes, foodstuffs, motor vehicles and related products, construction equipment, machinery and metal products, surgical and optical instruments, cameras, radios, TV sets, tape recorders, tobacco and other items.

Marseilles fair to take place next fall; Business Information Center scheduled

The 40th annual International Trade Fair of Marseilles will be held Sept. 24-Oct. 5. The Department of Commerce will maintain a Business Information Center to promote U.S. industry.

The exhibition in 1963 attracted 1,470,000 visitors; 514 firms from the United States and Western Europe, not counting those from France, were represented. Business volume reached $80 million.

Seen at the exhibition were agricultural, industrial and construction equipment, machine tools, commercial refrigeration and laundry equipment, household appliances, nautical equipment, and office equipment.

Additional information on international trade fairs is available, unless indicated otherwise, from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

To assist exhibitors

The Business Information Center at the upcoming exhibition will assist U.S. firms in locating agents, distributors, or licensees. The facilities will also serve as temporary offices and information centers for those U.S. exhibitors who have sent in catalogs and product samples.

Firms desiring to participate should submit business proposals, which are brief replies to the following questions:

- What product or services do you wish to offer or sell?
- What arrangement do you offer—agency or distributorship, licensing or joint venture?
- Do you desire to give exclusive representation?
- What type of firm is qualified to handle your product?

Prospective exhibitors may obtain Form IA-57, a registration form for U.S. firms interested in foreign trade or investment, from local Department of Commerce Field Offices.

Applicants should return the completed form, 25 brochures or catalogs, the business proposal (and a 35-word summary) of it before July 15 to the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D. C. 20230. This material will be forwarded free to the fair.

Instrument society plans conference in New York

Exhibitors and buyers from more than 30 countries are expected to attend the Instrument Society of America's 19th annual Instrument-Automation Conference and Exhibit in New York Oct. 12-15.

The event, known as the ISA Show, is devoted exclusively to instrumentation and control technology. The exhibits will occupy three floors of the New York Coliseum.

More than 25,000 engineers, scientists, executive personnel, and government representatives from throughout the world are expected to attend. International representation is expected to be higher this year since the show coincides with the New York World's Fair.

Additional information about the fair —and about a technical conference to be held at the same time—is available from the Instrument Society of America, Penn-Sheraton Hotel, 530 William Penn Pl., Pittsburgh, Pa. 15219.

Heating, air-conditioning show scheduled in Chicago

The 17th International Heating and Air-Conditioning Exposition will return to Chicago early next year, after a 4-year lapse.

It will be held in McCormick Place, Jan. 25-28, 1965, and will cover every phase of heating, refrigeration, air-conditioning and ventilation for industrial, commercial and residential applications.

Additional information is available from International Exposition Co., 200 Park Ave., New York, N.Y. 10017.

TOY FAIR SET

The 16th International Toy Fair in Nuernberg will be held Feb. 14-19, 1965. U.S. firms are invited to exhibit.

All products sold at U.S. exhibition in Bamako, Mali

President Keita tours exposition, calls 3-week show 'real success'

Exhibitors at the recent all-U.S. trade fair in Bamako, Mali, reportedly sold all their equipment on display. Sales figures are not yet available.

Especially popular were the U.S. machine tools exhibited at the April 18-May 10 event. The fair, an exhibition of products for African development needs, drew warm praise from Malian President Modibo Keita.

After his tour of the exposition, President Keita called it a "real success." Afterwards, he made several remarks to a Radio Mali reporter.

Machine tools useful

"Those who followed us during this visit realized of course the great interest that this exhibit has for us Malian officials. We saw indeed one aspect of America's technology which can be perceived by the Malian citizen. We have been very much interested by the machine tools whose usefulness at Bamako's Technical Center is obvious for the technical education of our future cadres as well as for the role this Technical Center plays in production."

President Keita also praised the displays of agricultural products, saying he was "very much interested in the small agricultural equipment which suits the Malian farmer admirably well."

Attendance at the show totaled 55,000 in the first week. The final figure reached 135,000.

DEVELOPMENT NEEDS EXHIBITION: Malian President Modibo Keita called the recent U.S. Exhibition at Bamako a "real success." Exhibitors, too, were pleased with the sale of all equipment at the "solo" trade fair, and the prospects for additional sales. Most popular equipment displays were electronic teaching devices (above) and U.S.-made woodworking equipment (top left and bottom) shown in use.

Export expansion dates

June 1 - 15—BARCELONA—international samples fair—food processing, packaging and preservation equipment (commercial)*

June 2 - 6—LONDON Trade Center—apparel fabrics*

June 5 - 14—ZURICH—6th Swiss import fair—measuring, indicating and recording equipment*

June 7 - 21—POZNAN—international trade fair (inter-agency)*

June 16 - July 7—TEL AVIV—international trade fair—electronic instruments, scientific equipment and communications apparatus (commercial)*

June 20 - 28—MILAN Trade Center—Americana (local)*

June 22 - 27—FRANKFURT Trade Center—general purpose electronic computers (local)*

June 30 - July 21—ALGIERS—U.S. national exhibition (inter-agency)*

July 7 - 24—TOKYO Trade Center—process control and recording equipment

July 9 - 17—LONDON Trade Center—industrial and mine safety equipment

July 18 - Aug. 22—CENTRAL AMERICA—trade and industrial development mission

Aug. 1 - Sept. 20—TOKYO Trade Center—agriculture (USDA)

Aug. 12 - 19—FRANKFURT Trade Center—industrial safety equipment

Aug. 20 - Sept. 20—IZMIR—international trade fair (inter-agency)

Aug. 24 - Sept. 4—TOKYO Trade Center—soybean exhibit and symposium

Aug. 25 - Sept. 20—DAMASCUS—international trade fair (inter-agency)*

September - October—BANGKOK Trade Center—metal working equipment (tentative)

Sept. 1 - 11—LONDON Trade Center—heating, ventilating and air conditioning

Sept. 5 - 20—ZAGREB—international trade fair (inter-agency)

Sept. 6 - 14—MILAN Trade Center—medical equipment

Sept. 6 - 20—BRNO—international trade fair (inter-agency)

Sept. 10 - 23—BARI—Levant international trade fair—laundry, dry cleaning, coin-operated machines

Sept. 13 - 20—VIENNA—international fall trade fair—food handling and merchandising equipment (commercial)

* Fully booked

Sept. 13 - 27—PLOVDIV—international trade fair (inter-agency)

Sept. 16 - 23—FRANKFURT Trade Center—processed and specialty foods (USDA)

Sept. 17 - 27—HELSINKI—international trade fair—automotive service equipment and business machines (commercial)

Sept. 19 - Oct. 4—BERLIN—German industries fair—construction materials, building machines, prefab housing (commercial)

Sept. 29 - Oct. 16—TOKYO Trade Center—sporting goods

Oct. 2 - 8—STOCKHOLM—technical fair—electronic components and instruments (commercial)

Oct. 3 - 31—YUGOSLAVIA—trade development mission

Oct. 4 - 11—MILAN Trade Center—machine tools (tentative)

Oct. 5 - 16—LONDON Trade Center processed and specialty foods (USDA)

Oct. 14 - 21—FRANKFURT Trade Center—advanced teaching and industrial teaching aids

Oct. 25 - 29—DUSSELDORF—Igedo—ladies', teen outerwear, sportswear, children's, infants' apparel (commercial)

Oct. 31 - Nov. 8—MILAN Trade Center—boating accessories

November—MONTEVIDEO—U.S. national exhibition (may possibly be in international industries fair) (inter-agency)

November - December—BANGKOK Trade Center—building materials and hardware

Nov. 3 - 13—LONDON Trade Center—bakery processing equipment

Nov. 7 - 15—GUATEMALA—international industrial exposition (inter-agency)

November 7 - 28—DAR-ES-SALAAM—U.S. national exhibition (tentative, inter-agency)

Nov. 7 - Dec. 6—GREECE—trade development mission

Nov. 10 - 20—TOKYO Trade Center—packaging machinery and equipment

Nov. 11 - 18—FRANKFURT Trade Center—industrial fasteners, equipment and machinery (tentative)

Dec. 1 - 8—MILAN Trade Center—commercial laundry and dry cleaning equipment

Dec. 2 - 10—FRANKFURT Trade Center—home maintenance and repair (tentative)

Government makes continuous effort to expand exports

Trade missions and exhibitions constantly held all over globe

Day in and day out the Department of Commerce carries on the show which never ends—an exhibit or trade mission designed to increase U.S. exports.

The exporter's calendar (at left) lists the dates, cities and nature of the scheduled activities for the rest of this year.

Commercial trade fairs are held in areas that offer a good market for U.S. products. Surveys are made before the planning of the fair to make sure that product categories displayed have a good sales potential.

U.S. Trade Centers are located in London, Bangkok, Frankfurt, Tokyo, and Milan. The shows there are limited to specific product lines and attract overseas buyers, agents, wholesalers and retailers.

Inter-agency shows are sponsored in many parts of the world and often take place in developing or Soviet-bloc countries. All exhibits must conform strictly to the theme of the U.S. exhibition.

Trade missions consist of a few businessmen and one or two government officials. Members visit businessmen and associations and establish person-to-person contacts for U.S. manufacturers.

More information on these activities is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

International leather goods fair set in German city

The 31st International Leather Goods Fair will be held at the Offenbach fair grounds Aug. 29-Sept. 3. U.S. participation is invited.

Outlook for leather goods sales in Germany remains good, according to the U.S. Consulate General in Frankfurt.

Featured at the 30th leather goods show, held Feb. 15-20, were ladies' handbags, luggage, travel items, small leather goods and accessories, and leather and machinery. Overall attendance totaled 23,000 buyers.

Latin American letters of credit up again in April

Increases reported in 11 of 23 countries covered by monthly survey

Outstanding letters of credit confirmed by reporting banks in favor of U.S. exporters rose in April for the second consecutive month, the Federal Reserve Bank of New York reported last week. Increases were reported in 11 of the 23 countries covered by the Bank's monthly survey of Latin American export credit experience of 11 commercial banks.

The total increase was $7.0 million. Chile showed the largest increase, $8.5 million to $15.3 million, the highest level reported for that country since the November 1963 figure of $15.8 million. Other countries with sizable increases were: Argentina ($2.4 million), Colombia ($1.1 million), and Peru ($1.4 million). Countries showing significant declines were: Brazil ($2.7 million), Mexico ($1.1 million), Panama ($1.6 million), and Venezuela ($1.7 million).

Outstanding draft indebtedness of Latin American importers during April decreased $1.0 million to $241.7 million, as United States exporters drew $37.8 million in new drafts and received $38.8 million in payments. Importers in Brazil and Chile showed the only significant decreases in outstanding draft indebtedness, in amounts of $1.4 million and $1.3 million, respectively. All other changes were nominal.

New drafts drawn on importers fell by $15.6 million from the previous month's level. The largest decline was $4.2 million for Peru. Other decreases were: Chile ($2.2 million), Colombia ($1.7 million), El Salvador ($1.3 million), Mexico ($1.7 million), Panama ($1.3 million), and Venezuela ($1.2 million). The only country showing a sizable increase was Brazil, with a rise of $1.1 million.

FACTORY CONSTRUCTION

An Australian firm in the construction and designing field seeks joint venture with U.S. firm engaged in designing and constructing factories of all types, particularly chemical, and office buildings.

Write: M. Aveyard, Sydney Fischer, (N.S.W.), Pty., Ltd., 296-298 Burns Bay Rd., Lane Cove, N.S.W., Australia.

Honduras press asks questions on trade

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

TEGUCIGALPA, HONDURAS—Secretary of Commerce Luther Hodges one day last month sat on a modern sofa at the swank Tegucigalpa Club, holding a press conference. His Central American trip, which covered seven countries, was half over, and had moved at the pace at which ice cubes in a drink melt, in the blistering heat of this cloudless day.

Outside on a wide balcony, one could see jutting hills and pastel shades of the city's buildings. Tile and tin roofs spread below, punctuated occasionally by buildings like the new Honduras Bank, the modern Congress, and a few other new ones as outstandingly conspicuous as good pitching on the Kansas City Athletics.

The Secretary wears hospitality like a sport jacket. He has style, and answers the pelting questions of a dozen reporters with eclat. Three or four photographers warm the room with artificial light.

This is an unusual meeting. Hodges is the first United States cabinet officer to visit Honduras, and the press are talking to the most anxious man in the world to bring business to this land of loudest church bells in the hemisphere.

Want to go to a cabinet member's press conference in a foreign land? This day the Secretary is flanked by Ambassador Burrows.

How will the help of the United States assist Honduras?

Hodges replies, "First of all, I do not come offering help. This is not the purpose of our visit. I came to talk trade and investment." Most men in public life find a press conference as much fun as getting the chiggers, and are vague as a mist on yesterday, but Hodges uses each one to further his economic enthusiasm for two-way trade, two-way investment, and two-way travel.

The Secretary pointed toward a newsman. "Will the United States help by paying a higher price for our bananas, timber and sugar?" "This is not possible," he answers. "The United States businessman who buys these products is a private individual. He can do anything he wishes. You must distinguish between government and private business."

Another hand raises. "What plans does the United States have for improving tourism in Central America?"

"I intend to discuss this with each country," Hodges declares. "Maybe you could tell me what Honduras wants us to do. We also want your people to visit us, as we, too, are in the tourist business.

"Here is a suggestion. Most countries think of tourism as their number one or number two crop. Honduras is a beautiful country with great history. If you wish tourists, you must build clean, reasonably priced hotels, construct access roads, and keep the Pan American Highway in repair.

"We wonderful, crazy Americans spend 2½ billion dollars to travel here and other places abroad. That is more than our balance of payments deficit. We want to spend more here, but we want you, too, to spend more in our country."

Someone asked about excessive time to obtain a United States visa. Another inquired about internal lack of bank credit. "Can a country enjoy political stability, attract foreign capital," one asked, "or receive popular backing when no free elections are held?"

"Of course not," said Hodges. "This is true everywhere."

The meeting moves on; questions concerning the Export-Import Bank, U.S. interest rates, lack of attention from many private firms, the strong Japanese effort and inroads.

In a half hour, he has covered U.S. current history.

Next question?

Slow Argentine recovery perked up slightly in 1st quarter of 1964

Exchange, price controls instituted to offset rising inflation; $385 million 1963 trade surplus reverses earlier deficits

Still seriously hurt by the business recession that began in early 1962, Argentine domestic commerce and industry continued at a slow pace during the first quarter of 1964. Even so, to judge from general reports, production and sales did register gains.

A bountiful grain crop brought good income to the farming area, and this in turn proved a stimulus to certain industries. Automotive demand, which had started to pick up in the last part of 1963, intensified. Agricultural machinery and implements moved vigorously, partly because of good times for the farmers, partly because of the stimulus afforded by the $25 million credit of the Inter-American Development Bank (IDB) for agricultural equipment purchases.

Iron and steel output showed remarkable gains for the quarter, both in percentage and tons, but this could not be cited as firm evidence of an overall rebound in the industrial sector. The state-owned plant, SOMISA, found growing demand for its sheet products and semi-finished steel as a result of exhaustion of the country's inventories, but other steel makers allegedly noted major demand increases only for barbed wire by farmers and ranchers.

Not all branches of industry were sharing in the recovery, but business improvement was more generally perceptible during the first quarter than in any of the quarters since the gradual upturn began a year ago. Reports of better collections were widely heard, and a rebuilding of depleted inventories was beginning in many businesses.

Easier money

The extraordinary expansion in means of payment in the last 6 months ended the extremely tight money situation characteristic a year ago. This phenomenon arose in the main from heavy Government spending, financed by borrowing from the banking system.

In line with its policy to expand liquidity, increase consumer purchasing power, and stimulate production and employment, the Federal Government made record expenditures in the first quarter of 1964. These averaged nearly 50% above the level of early 1963.

Tax collections were unusually small, however, and cash receipts were at a lower level than in 1963 when the recession was more severe.

The Government continued its accelerated payments plan for government suppliers and contractors and attempted to reduce arrearages, but unpaid obligations increased substantially.

Exchange controls instituted

Effective with the opening of business on April 13, a wide range of supervisory controls and exchange restrictions was instituted to curb speculation and insure that the country's exchange resources would be available to pay the large amounts of private and public foreign debts falling due.

A National Minimum Wage Board composed of Government, employer, and Union representatives was created to make proposals to Congress for a mobile minimum wage law, which the General Confederation of Labor (GCT) demanded.

As business improved, labor intensified its drive for wage increases and the general wage level improved modestly as a result of higher rates provided in a number of new and revised collective contracts.

The increased cost of the labor along with the enormous budget deficit and rapid monetary expansion, exerted an inevitable effect on prices. Disturbed by the sharp price increases, the Government obtained Congressional approval of a "Supply Law" authorizing the Executive Power to regulate production and commerce during an "economic emergency."

The National Supply Administration, established to enforce the law, used the power very sparingly in the first quarter, fixing ceiling prices on only one item: a type of bread consumed by the lower-income group. To what extent the Government will broaden the price control scope remains to be seen, but the institution of maximum prices on meat is very possible, and price controls on pharmaceuticals are under consideration.

The Administration submitted a bill to Congress which would grant the Executive sweeping controls over prices, packaging, and profit margins of medicinal products. Another part of the Administration's program to combat "unwarranted" price rises was a bill for modification of the Anti-Trust Law, to render it tougher and more comprehensive and to introduce the "cease and desist" procedure.

Favorable balance

Official Argentine statistics for 1963 show exports of $1,366 million and imports of $981 million, giving an export surplus of $385 million. By way of contrast, Argentina ran a $141 million trade deficit in 1962, and even higher deficits in earlier years. This turnabout resulted from a 27.7% drop in imports to a 9-year low, accompanied by a 12.3% increase in exports to a new record high. This increased value of exports was attributable principally to very heavy shipments of meat, up 210,000 metric tons over 1962, which more than compensated for lower-than-normal grain exports.

Export promotion

Export promotion was boosted during the quarter by the Government's accelerated payment of tax refunds and "drawbacks," and the addition of new items to the list of non-traditional exports eligible for these benefits. To assist exports, the Argentine Credit Insurance Company, a private firm, was formed by over a hundred private insurance companies to cover normal commercial risks.

Want more?

Further information on commercial and economic conditions abroad can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

There were some dramatic instances of new export markets opened or developed, as diverse Argentine manufacturers sought outlets to replace contracted domestic markets. Some of these non-traditional exports, however, were not really profitable, and will not be continued when the domestic market recovers.

Less happy news for international traders was a new shipping tax to benefit a merchant marine fund which is to be used for a variety of purposes, especially credits for local shipbuilding. Instituted March 18, but retroactive to January 13, it requires exporters to pay a tax of 2% and importers a tax of 4% on gross ocean freight charges.

Trade policy

The broad import restrictions in effect since November were partially lifted in January, but some 500 "luxury" items remain specifically prohibited. The temporary ban on imports of industrial machinery and equipment was lifted early in the second quarter.

The United Nations Conference on Trade and Development (UNCTAD), which opened March 25 in Geneva, received wide attention in Argentina. The fact that Argentina was the host country for the preparatory meeting of the Special Latin American Coordinating Commission enhanced public interest.

The Argentine Government indicated the importance it assigned to UNCTAD by sending a strong delegation to Geneva headed by the Minister of Economy. It endorsed the ideas of liberalized access to markets for primary products, broadened trade with the Communist Bloc, preferential tariffs for the less developed countries' manufactured products, and compensation for deterioration in terms of trade.

It took a moderate, reformist position in regard to the General Agreement on Tariffs and Trade (GATT) and new world trade institutions. Argentina itself still hopes to move from provisional to full membership in the GATT later this year.

Petroleum problem

The private petroleum companies, whose contracts had been annulled by government decrees in November 1963, continued production on their contract areas. The issue of the contracts remained unresolved, with the cases before the courts and with the State petroleum entity (YPF) and the private contractors exploring the possibility of out-of-court agreements.

British step-up R&D outlays; U.S. firms can profit from results

Nation has been losing role as a leading technological innovator; non-British firms can cut R&D spending, compete more effectively

Nineteen sixty-three was a year of intense debate on the role of science in the British economy. Although the U.K. has traditionally been one of the leading countries in introducing technological changes —the development of television, radar, jet aircraft, and penicillin are cases in point—she has lately been charged with falling behind in technological development.

In its biannual survey of British scientific and technical developments for 1962-63, the U.S. Embassy in London reports the widespread conviction that the maintenance of Britain's position as a leading industrial power depends on the success with which her scientific knowledge and invention can be developed and applied; and on the speed with which she can adopt scientific and technical innovations developed abroad.

Rate of increase

British expenditures for research and development have been increasing at an annual rate of 8% in recent years and now represent about 3% of the Gross National Product (GNP), or about the same proportion as in the U.S. While total expenditure for R&D reached $1,775 million in 1961-62 (up from $840 million in 1955-56), the proportion attributable to defense fell from 59 to 39%. Of the total sum, approximately 10% was spent on basic research, 25% on applied research, and 65% on development. Private industry provided 33.6% of the funds and carried out nearly 60% of the research.

Although the number of qualified scientist and technologists increased 5% per year between 1959 and 1962, the demand exceeds supply and the imbalance is likely to persist. In this connection it is interesting to note that the much publicized "Brain Drain" to the U.S. has been largely responsible for the debate on science, with important political and economic implications.

Many proposals have been submitted to deal with the problem, but decision on most of them will likely be delayed until after the British general election in late 1964. Important measures taken to date include the creation of a new Ministry for Education and Science to replace separate organizations and thus coordinate planning and policy, and the granting of $4.2 million for a 4-year research program to aid the computer industry.

Importance

The importance of science in the British economy is considerable. In the last 10 years, the output of science-based industries in the U.K. has been growing at twice the rate of manufacturing industry as a whole. During the past 8 years, while the volume of British exports has grown by 3.1% a year, exports of chemicals registered an increase of 10.4% and electronic products 7.9%.

The increasing amount of technical research being carried out abroad might make it profitable for U.S. firms to follow foreign developments more closely, especially those in highly industrialized countries such as the U.K., and be ready to adopt useful technological advances. Firms would not only avoid wasting R & D funds on problems already solved, but would also be in a position to compete more effectively for a larger share of the world market. While no major innovation in science and technology was produced in the U.K. in 1962-63, a large number of minor advances were made, the knowledge of which might be profitable for U.S. firms.

For U.S. firms

The report of the U.S. Embassy in London suggests ways in which U.S. firms could obtain current information on British scientific and technical developments. It also contains a partial list of recent technological advances in the United Kingdom. Interested firms may borrow this report from the European Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Thai roadbuilding program offers profitable contracts to builders; other public works also planned

Participation limited to firms known to Thai Government; interested U.S. firms should submit descriptive information

By LARRY V. LUTHER
Bureau of International Commerce

Highway construction projects costing several hundred million dollars are planned or are underway in the Southeast Asian Kingdom of Thailand.

Participating U.S. engineering, construction, and equipment-supply firms stand to win lucrative contracts in this major development program. Competition will be stiff and on an international basis. Company initiative, reputation, and personal attention will be determining factors.

Several U. S. firms are now established in Thailand, more are coming in, and more are invited to compete for challenging but rewarding road-building projects.

Thailand now has nearly 5,600 miles of highway, (1,550 miles of which are paved). Often winding through lush vegetation and crossing elephant and water-buffalo trails. An additional 1,050 miles of unpaved highway has been under construction, giving the country 6,650 miles of developed or developing roadways, exclusive of feeder roads.

Tentative plans call for the further construction or improvement of over 3,000 miles of roads and the replacement of over 1,000 wooden bridges with reinforced concrete structures. Financing will come from the Thai Government, World Bank (IBRD), U. S. Export-Import Bank, and other foreign government sources.

Highlighting the program, an IBRD loan of $35 million and an Eximbank loan of $19 million were recently approved for road projects which are now in the survey and construction stages.

Other projects

In addition to the highway projects, Thailand recently implemented a $41 million scheme to provide Bangkok with fresh water for the next 10 years, allocated $23 million for 2 key irrigation and flood control projects, and has made progress in railway improvement, dam construction, and in expanding telecommunications facilities. All of these offer equally challenging opportunities for enterprising U.S. engineers and contractors.

Requirements for participation in Thai construction projects depend in part upon Thai and foreign agencies involved. Thai Government financed projects tend to favor use of Thai construction firms whenever possible. Construction projects financed by the IBRD are open to international bidding. AID- and Eximbank-sponsored projects are generally open to competitive bidding by U.S. firms only, and other foreign governments providing financial aid to Thailand often specify that construction and engineering contracts be awarded to their own nationals.

General rules

However, several general rules concerning participation are uniformly applied. Participation is generally limited to firms whose qualifications and reputations are known to the Thai Government. Most contracts with consulting engineers are negotiated, while contracts involving construction and supply are usually open for competitive bidding. In some cases, the Thai Government sees fit to limit bidding to selected firms. The award of construction and supply contracts is usually influenced by a combination of factors including costs, training and other services, company reputation, and effectiveness of company representation.

Consortium-type bids in which engineering services are included with construction, materials, equipment, and sometimes pre-bid financing plans, are not commonly requested, although in special cases such bidding may be feasible.

U.S. firms interested in participating in future engineering and construction work and not presently known to the Thai Government should send brochures and other documentation describing their corporate structure, capabilities, record of accomplishments, and the qualifications of their senior staff members to key Thai agencies. Sets of these documents should also be sent to the U.S. Embassy in Bangkok for background information.

Interested firms must be prepared to have an authorized representative in Bangkok to confer with appropriate Thai officials, and the names and addresses of such representatives must be made known to the Thai agencies soliciting business services. Procedurally, a local attorney might be designated to receive preliminary invitations to prepare select proposals. Completed proposals should, however, be personally negotiated by an officer of the parent firm.

Firms operating successfully in Thailand periodically send an experienced senior officer to Thailand to consult with U.S. and Thai officials about current and prospective projects.

Licensing and registration

Foreign engineers and construction firms need not be licensed, but must be registered to establish their qualifications for certain types of work. Registration is simple for firms engaging only in architectural or engineering consulting services.

Contracting and/or construction firms must have their principal members professionally registered in the U.S.; such registration will be recognized in Thailand. U.S. consulting engineering firm must designate a bona fide resident of Thailand—not necessarily a Thai national—as its official representative empowered with the firm's power of attorney.

Taxes

Foreign consultants and engineers are required to pay income and/or corporate taxes on a graduated-rate basis; local engineers pay the same rates. Contracting firms pay a corporate tax on net profits and a business tax of 2% on gross receipts. In the absence of a contract which provides special consideration, profits after taxes are subject to a 15% remittance tax upon repatriation.

Other Thai regulations and business practices are essentially the same as those in the U.S.

Announcements of specific construction projects are regularly published in INTERNATIONAL COMMERCE and information on conducting business in Thailand may be obtained from the Far Eastern Division, OIRE, BIC, Department of Commerce. Information about doing business in Thailand is contained in the Overseas Business Report, *Establishing a Business in Thailand*, which may be obtained from Commerce Department Field Offices.

Oil spurs Libya's surging economy; foreign trade is skyrocketing

Exports jump from $8 million to $373 million in 3 years; engineers get 1st contracts won by U.S. firms in open competition

Spurred by the continuing boom in the oil industry and the issuance of further tenders under the current Five-Year Development Plan, Libya's economy is maintaining its high level of activity.

Foreign exchange reserves and currency in circulation are showing a steady upward climb. The unofficial preliminary budget estimates for the current fiscal year point to a new record level of government expenditure.

The highlight of recent economic developments came with the release of Libya's final trade statistics for 1963, which showed a marked over-all expansion in both imports and exports and the attainment of Libya's first trade account surplus in modern history.

Total exports reached a new record level of $373.8 million in 1963, up very sharply from $137.2 million in 1962, $18.2 million in 1961, and $8.6 million in 1960. Exports consisted almost entirely of crude oil, valued at $366.8 million, from Libya's rapidly growing petroleum industry.

The rate of crude oil exports continued to climb during the first quarter of 1964, as both Esso and Oasis showed a steady rise in output and as a new company, Amoseas, joined the ranks of exporters in January. The promise of a further increase came with the announcement by Mobil of contracts for its new pipeline and port and Esso's announcement that it is installing additional pumping capacity on its Zelten pipeline.

Equally important was the impressive record total of Libya's foreign purchases during 1963. Imports reached $238.8 million, up $33.6 million from 1962's record level.

U.S. share

The U.S. retained roughly 20% of the Libyan market, only a few percentage points behind Italy, Libya's principal supplier. Of the $47.6 million worth of goods imported from the U.S., roughly $30.8 million represented items for the oil industry.

The increasing value of Libya's foreign trade was also reflected in the success of the Tripoli International Fair, held during the first three weeks of March, where 22 nations, including the U.S., exhibited their wares to a total audience estimated to have exceeded 500,000.

The new Government, established in January, has pledged to continue the economic development work undertaken by its predecessor. Evidence of this determination has recently been shown in the form of new tender calls and contract awards.

Two awards to U.S. consulting engineers were included in the contracts let during the first quarter of 1964, the first ever granted in Libya to U.S. firms in open competition (as opposed to those under the U.S. Agency for International Development auspices).

At the end of March bids were opened for 2 major construction projects, the Benghazi sewage system and salt marsh reclamation projects. No contract awards for this work have yet been announced. Other new tenders dealt primarily with public housing, as the Government moved into high gear in its program to provide low cost modern accommodations for Libya's urban population. A call for tenders on new equipment for the Libyan fishing industry was also issued.

In mid-February the Council of Ministers approved a new draft income tax law providing for lower overall rates and the exemption of small incomes from all taxation. This law is expected to be put before Parliament in the near future.

Goldrush, anyone?

Bolivia has rivers of gold

A recent AID-contracted study indicates there is perhaps $2 billion in recoverable gold in the rivers of the La Paz and Beni Departments in Bolivia. Explorations in detail of the Tuichi, Yuyo, Ate, and Challana rivers indicate deposits suitable for both gold-dredging operations and small-scale mining.

The Challana river offers excellent possibilities for small-scale mining, and parts of the upper Tuichi river are quite well suited for dredging and monitor operations. Of the assays taken, the average gold value was $2 per cubic yard, though running as high as $12.80 per cubic yard.

At present, the only commercial gold dredge in Bolivia is operated by the South American Placer Corporation at Teoponte, north of La Paz. Since many of the areas in question are isolated, AID is now studying a project for a minimum-cost penetration road to open up the gold region to vehicular traffic.

Peru grants incentives to jute, fiber industry

The Peruvian Goernment has granted additional tariff protection to jute and other hard fibers as well as a system for regulating their sales.

Duties on jute and other hard fibers have been increased, and the Finance Minister is authorized to waive duties on jute bags that must be imported to bridge the gap between domestic production and demand.

Temporary exorneration from duties also will be granted in the case of jute fibers not produced in sufficient quantity to satisfy local demand or required to blend with the local product in order to produce a higher quality fiber.

A Government decree provides for a Commission to Promote the Cultivation and Exploitation of Jute, charged with formulating policy governing the cultivation, processing, marketing, and financing of jute products. As part of the new procedure the Agricultural Development Bank will acquire the entirety of the country's production of raw jute and in turn sell it to processing plants at prices high enough to provide adequate profit to stimulate permanent cultivation.

The fishing industry, the principal user of burlap bags, is required to purchase from domestic producers up to 50% of its supply, provided that the local product meets technical specifications.

GREETING CARDS

Producer of gift wrapping, shelf, letter and printing paper is interested in joint venture to make gift wrapping and greeting cards.

Write: Manufacture Belge d'Articles en Papier-Mabelpap, S.A., c/o Belgian Consulate General, Industrial Information Service, 50 Rockefeller Plaza, New York, N.Y., 10020.

ECSC Council approves draft agreement for coordinating existing energy policies

Plan would replace national regulations governing energy resources but stops short of requirements for complete integration in EEC

The Council of Ministers of the European Coal and Steel Community (ECSC) has approved a draft agreement for coordination of energy policies drawn up by members of the executive bodies of the European Economic Community and the administrations of the national governments of member states.

This agreement proposes replacing the existing national regulations governing energy resources by uniform Community rules with respect to foreign trade policy, state subsidies and other forms of government intervention, and rules of competition. However, it does not embrace the requirements for a completely integrated energy policy which is the ultimate goal of the EEC.

The difficulty of reaching an agreement on energy policy is pointed up by the fact that this draft agreement evidences continued disagreement on some of the major problems in this field.

Two theories

The conflict is essentially one between two basic theories of energy policy. One expressed by France and Belgium advocates maintainence of Community resources even at the expense of higher costs, in order to assure the community a supply of energy products in case an emergency isolates it from foreign sources. This is known as the "security of supply" point of view.

The other view (shared by Germany, the Netherlands, Italy and Luxembourg) is that the ultimate goal should be low cost energy, achieved by liberal import policies even though they require the support of domestic industries.

The fundamental disagreement between the two views concerns the place of coal in the energy program. The low cost energy countries (except Germany) advocate subsidies in order to make domestic coal prices competitive with cheaper imports, as they feel that the development of a competitive market is the best way to achieve low energy costs in the long run. Belgium, France and Germany consider that domestic subsidies to the coal industry are an inefficient means of maintaining uncompetitive production and unacceptable as a permanent feature in a free enterprise economy. These countries prefer to maintain Community coal resources by the application of tariffs to bring the price of coal imports up to the price of domestic coal.

Clarifies issues

Although this draft agreement does not go very far toward reconciling these conflicts, the debate surrounding it has served to clarify the issues, point out the differences in national policies and highlight the problems to be overcome.

In establishing a Common Energy Policy, the EEC must overcome not only the problem of fitting national actions into a Community framework, but also of harmonizing the energy policy with successive stages of the Community's progress over the next few years.

Expectations are that this progress will take the form of first a merger of the executive bodies, then a merger of the three communities themselves (the Common Market, the Coal and Steel Community and Euratom). In addition, the transitional stages of the Common Market will come to an end by 1970.

New steel quotas set by ECSC group

The Council of Ministers of the European Coal and Steel Community (ECSC) recently agreed on new tariff quotas for iron and steel products not produced or produced only in limited quantities in ECSC which may be imported at reduced or suspended duties for the last half of 1964.

Quotas (in metric tons) for specific items in the Common External Tariff are:

ex 73.15 A IV b—special wire rods for tires, 0%, Germany, 200 tons; Belgium, 2,500 tons; France, 3,000 tons; Italy, 2,500 tons.

ex 73.15 A IV b—springs, piano strings, 0%, Germany, 4,000 tons; France, 500 tons; Belgium, 1,200 tons.

ex 73.15 B III a—special alloy coils, 0%, Germany, 2,500 tons; Belgium, 1,500 tons.

73.15 B VI a-1 grain oriented electrical sheet, 3%, Germany, 1,500 tons; Italy, 1,200 tons; Netherlands, 400 tons.

73.08 A—coils less than 1.5 meters in width, 5%, Italy, 30,000 tons.

In addition, for 73.01 D—1 pig iron containing 0.30% to 1% of titanium and 0.50% to 1% vanadium, the duty was temporarily reduced to 1%, with no quota limitations for all member countries.

Israel liberalizes imports of additional commodities

In keeping with the trend to liberalize imports, Israel has added 14 groups of items to the list of goods for which import licenses will be granted.

The items which now may be imported under license, with their new rate of duty in parentheses, are as follows: cutlery, butcher and kitchen knives—80% but not less than 33 cents, (one Israeli pound (IL) equals U.S.$0.33.) each; standard bicycles including bell and pump only, also bicycle frames—100% but not less than $36,30; bicycle parts—100%; oriental watercloset pans of tin, plates for showers, rinsing boxes, radiators and supporters for sanitary articles, of cast iron, and kitchen sinks and wash basins of tin or stainless steel—60%; ball bearing and cast iron housing—45%; earth drills and chisels—35%; vibrating presses and soil vibrating and pneumatic ball bearing and cast iron housings—45%; construction lifts—45%; dumpers—45%; steel straightening machines—up to 8 mm., 35%; over 8 mm., 25%; hydraulic pistons and their parts and pneumatic pistons—35%; hand-operated hydraulic pumps—35%; fish hooks—80%; files and albums—60%.

Germany extends quota for beet sugar molasses

Germany has extended a quota for imports of beet sugar molasses from all countries other than Eastern Soviet Bloc nations. Applications for import licenses may be submitted through July 28. The deadline for customs clearance is July 31.

Argentina establishes exchange controls; funds for imports not greatly restricted

Repatriation of foreign capital up to $36,000 permitted; approval generally given to payments of principal, interest on foreign loans

The Argentine Government has established a number of exchange control measures and conferred authority on the Central Bank to regulate all foreign exchange transfers not specifically covered in decree No. 2581.

Principal restrictions imposed by the controls include compulsory repatriation and sale, in the exchange market of all proceeds derived from exports and of other exchange receipts that are derived from current transactions; all applications for the purchase of foreign exchange must contain a sworn statement as to the reason for such purchase, and in general, payments for merchandise imported into Argentina may be made freely, provided the genuineness of the transaction is supported by documentary proof.

Commission fees limited

Payments for most commercial services may, likewise, be made freely, except that payments for agents' commissions will be limited to a sum not exceeding 4% of the f.o.b. value of Argentine exports and 6% of the c & f value of imports.

Payments for a number of other services, including payment for technical services and royalties must be submitted to the Central Bank for verification as to their authenticity. Remittances to defray the cost of student expenses abroad are limited to $100 per month, per student.

Individual payments abroad

Remittances sent abroad by individuals desiring to provide for family aid, and for the purchase of books, periodicals and medicines may be approved when accompanied by a sworn detailed declaration. These transfers are limited to a maximum of approximately $36 per person, per quarter.

Acquisition of foreign exchange for travel is limited to the equivalent of U.S. $100 per person when travel is to a neighboring country. This allowance may be increased to U.S. $750, or the equivalent in other currencies, per person, in connection with trips to other than neighboring countries.

Transfers will be permitted in payment of patents and trademarks when accompanied by a sworn declaration as to the exact nature of the transaction duly certified by a Certified Public Accountant.

Foreign loan payments

Approval will ordinarily be given to make payments of both principal and interest on foreign loans and to effect remittances abroad for the repatriation of foreign capital already invested in the country or future investments of foreign firms up to the equivalent of $36,000 per calendar year, per firm, provided a certificate issued by a public accountant is furnished regarding the transaction. The prior approval of the Central Bank may be required whenever a determination as to the legitimacy of the transfer is requested, or when a request is made for transfer of amounts in excess of this figure.

Profit remittances up to the equivalent of approximately $15,000 per calender year and per firm are likewise permitted subject to sworn declarations by the purchasers. Sales of foreign currency bills up to $50 per person, per month, do not require a sworn declaration.

Some prohibitions

Purchases of exchange futures not directly connected with foreign trade shall be subject to a prior deposit in pesos of 50% of the amount involved.

Transactions prohibited follow:

- exportation of gold in bars or coins;
- exportation of Argentine currency;
- exportation of foreign currencies, except as specifically authorized to travelers;
- exportation of Argentine or foreign public or private shares, debentures, coupons and other forms of securities. Authorized institutions may export foreign securities provided they guarantee the return of new ones and/or the proceeds resulting from the sale;
- banks may not accept deposits in foreign currency for firms or individuals resident or domiciled in Argentina.

Tariff cut proposed by German Government

In a counter-inflationary move, Germany proposes to speed up reduction of duties on industrial imports from the EEC (European Economic Community) by wiping out all duties of 4% or less and cutting all others by 50%. This latter reduction combines two EEC-wide cuts scheduled for the beginning of 1965 and 1966.

On imports from the U.S. and other non-EEC countries, duty rates on 293 items currently above the level of the EEC Common External Tariff (CXT) will be reduced.

With these measures, which reportedly are expected to be approved by the Bundestag and slated to take effect on July 1, some 40% of Germany's imports will be duty-free.

The German Government has also proposed to its EEC partners that the CXT be reduced by an agreed amount in anticipation of the duty cuts to be achieved in the recently begun Kennedy Round of tariff negotiations in Geneva.

Import quota basis adopted in Singapore

The Government of Singapore has announced that import licenses for monosodium glutamate now will be issued for quantities amounting to 50% of an importer's current monthly quota. Control on the importation of this product from any source (including Malaya) on a quantitative basis was introduced on January 21. Since that date, licenses have been issued to eligible importers for quantities restricted to the monthly average of an applicant's proven imports during 1962.

Food industry meeting

Representatives of several branches of the food industry of Latin American Free Trade Association (LAFTA) countries met in Montevideo, Uruguay, in April to examine problems facing the food industry in LAFTA countries and to attempt to arrive at conclusions as how to best solve these problems.

The sectors of the industry involved were confections and cocoa derivatives, canned fruits and vegetables, and canned fish and seafood.

The purposes of the meeting did not include negotiations of complementation agreements.

Import licensing schedule announced for New Zealand

Automatic procedure for issuing licenses now included in schedule

New Zealand has announced its import licensing schedule for the 1964-65 licensing year, effective July 1.

A major change in the new schedule is provision of an automatic issue procedure for importers' basic licenses, which covers about 70% of the items in the schedule. Automatically-issued basic licenses are to be based on the 1963-64 allocations which were issued on or before last January.

The industry license groups have been revised, and 6 new groups added. Items which may be imported under each group are now set out in detail in the schedule. The contents of these groups have been consolidated in line with current demands. A major change has been to permit the inclusion of "A" items in industry groups. For further details of classification of items, see the Overseas Business Report "Foreign Trade Regulations of New Zealand" which is available at any Commerce Department Field Office or from the Government Printing Office.

The new schedule excludes the following from import licensing controls: tea in packages of 5 lb. or over; fresh chilled or frozen meat (except poultry); dried, salted or smoked meat; greasy or scoured wool; and undressed hides and skins (except fur).

Imports in demand

Demand for imports remains high; and, although the country has experienced good export earnings and relatively stable prices in its overseas markets, it is still too early to tell at what level the total value of import licenses will settle.

The situation may be adjusted after September when the country's balance of payments position for the current licensing year will be known. At the beginning of the new licensing year, however, it is understood that the ceiling will be at some 90% of the 1963-64 total of approximately U.S. $750 million.

More detailed information on the import licensing system and the new schedule is available from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For more details . . .

Further information on current foreign government trade and investment regulations, can be obtained from the Bureau of International Commerce, Office of International Regional Economics, Department of Commerce, Washington, D.C., 20230, or as indicated in individual stories.

Continental Shelf Act enacted by Britain

The United Kingdom has enacted the Continental Shelf Act establishing a legal framework for exploration and exploitation of any oil, natural gas and coal which may be found in the part of the continental shelf subject to British jurisdiction.

Specific regulations governing such matters as exploration and exploitation licenses, limits on the size of areas for which such licenses will be given, royalties, will be issued at a later date.

U.S. and British companies which have already completed some preliminary geophysical and seismic work in the North Sea will have the assurance of legal protection necessary to begin expensive exploratory drilling. Interest in the area on the part of the oil companies was prompted by discovery of natural gas in the Netherlands, as well as by the belief that geological conditions are favorable for the accumulation of hydrocarbons in the area of the North Sea.

The enactment of this law has enabled the United Kingdom to ratify and put into effect provisions of the 1958 Geneva Convention on the Continental Shelf.

EEC grants Germany prune tariff quota

The EEC Commission has granted Germany a tariff quota on prunes for 1964 from countries outside the Common Market taking the form of a reduced rate of 7.7% on a quota of 6,600 tons.

Germany is required to apply a reduced rate of 2.1% to member state imports as long as it utilizes the tariff quota rate. It normally applies a 10.4% duty to prune imports from third countries and 4.8% on imports from member states.

Germany's application for this tariff quota was approved because of a setback in France's prune production last year.

Spain modifies customs tariffs on some imports

Spain announces modifications in its customs tariff on imports of various types of industrial machinery, washing machines, some chemicals, and electronic parts. The changes reflect the continuing review of the tariff structure by the Directorate General for Tariff Policy, based on briefs submitted to it by interested firms and organizations as provided under the tariff implementation law.

The tariff numbers affected and new duty rates, with former rates in parentheses, are:

84.27-C-1: Machines for making lace from bobbins 20% (1%); ex 84.37-E-3: Cone-winding machines 20% (25%); ex 84.42-B-10: Certain types of machinery for preparing, tanning or working hides, skins or leather 1% (17%); ex 84.59-D-2: Presses for extraction of oil from oilseeds 11.4% (1%); 85.21-I: Parts: Cathodes, anodes, separators, conductors, cathode-ray guns, etc., to be used exclusively for the manufacture of everything classified under this heading 1% (19%); 84.17-G-2: Multiple-effect, forced circulation plate-type evaporators, of anti-acid steel, with reversible action 1% (25%); 84.40-A-1: Automatic and semi-automatic clothes washers, household type 38% (28%); 29.07-B-2: Di-oxy-G acid 23.75% (9.5%); 29.23-B-2: Phenol-isogamma acids 23.75% (9.5%); 29.25-F: Benzoyl-isogamma acid 23.75% (9.5%).

New cereal import policy set by U.S., Britain

The U.S. and the U. K. have signed an agreement providing for minimum prices from July 1, for American wheat, wheat flour, and major feed grains entering the United Kingdom.

In return for agreeing to the new import policy, the U.S. receives assurance that its producers will continue to have at least their present share of the British grain market, as well as the opportunity to participate in the future growth of the market. As the current prices of most cereals are above the newly fixed minimums, the agreement is not expected to have an immediate effect on U.S. exports.

For the British, this policy is designed to prevent sharp downward fluctuations in the market price of cereals due to a sudden increase of imports which would upset the British agricultural price support system.

The United Kingdom has concluded similar agreements with Argentina, Australia, and Canada.

Venezuelan businessmen still seeking joint ventures with U.S. manufacturers

Investment opportunities from U.S. Industrial Expansion Trade Mission still coming in; proposals range from vaccines to motels

The recent U.S. Industrial Expansion Trade Mission to Venezuela has reported several additional investment proposals for U.S. firms.

The proposals, set forth below, are of joint ventures with local businessmen and range in scope from the manufacture of vaccines to the construction of motels.

Interested U.S. firms desiring additional information are requested to show the interview report (IR) number in any correspondence with the Department of Commerce or the local firm. This number is given in parentheses after the address of each local firm.

2818 Tannic Acid

Venezuelan company desires joint venture with U.S. firm to produce tannic acid. Company, which claims a paid-in capital of $324,000, is negotiating with Venezuelan Government for concession on 60,000 hectares of national property. The firm also expects to produce power poles, mooring and dock piling as by-products of its main operation.

Write: Industrias Maderas Venezolanas, C. A. "Imavenca," Apartado 6295, Caracas. (IR 168).

2831 Vaccines

Manufacturer of vaccines would like to enter into joint venture with U.S. investor for production of animal vaccines and serums. Firm is willing to cede half interest in company for a $44,000 investment. U.S. contribution would be used to buy additional equipment. Present buildings and equipment are claimed to be free of debt.

Write: Vacunas y Sueros Nacionales C.A., Apartado 4690, Maracay. (IR 201).

3079 Plastics

Plastics and paints manufacturer seeks joint venture with U.S. firm capable of furnishing technical know-how for its modernization and expansion program. Company has good equipment for plastic extrusions and has long been manufacturing a line of paints.

Write: Pinturas y Plastica Delta, C.A., Caracas. (IR 179).

3321 Cast Iron Pipe

Manufacturer of soil-pipe fittings is interested in joint venture with U.S. firm to produce cast iron soil pipe in 2 in. and 4 in. diameters.

Write: Industrias Metalurgicas Del Caribe, C.A., Apartado No. 10, 502, Caracas. (IR 162).

3423 Garden Tools
3461 Kitchen Ware
3522 Agricultural Implements

Manufacturer of hand tools for agricultural, construction industries seeks to interest U.S. firms in joint venture and/or licensing arrangements for production of implements such as plough shares, discs, spikes, furrowing tools, knives; garden tools of all types; hammers, sledges, shovels and similar forged tools; kitchen ware and household appliances. Company is particularly interested in establishing copper tube and fitting operation, rolling of copper bars, flats, slopes, and manufacture of forged pipe flanges. This is new plant with German equipment; mechanical presses up to 400 tons and forging presses up to 100 tons.

Write: Jesus Armando Maya, President, Industrial Nacional De Implementos Agricolas, C.A., Apartado 186, Zona Industrial La Hamaca-Maracay. (IR 161).

3441 Steel Design

Principals of long-established structural steel designing and fabrication plant are nearing retirement age and are interested in disposing of the company to firm of young engineers. They are willing to stay on for a reasonable period on joint venture basis to assist with sales and technical advice.

Write: Foures De Venezuela A. A., Qta. Mi Techito, Ave. Buenos Aires-Los Caobos, Caracas. (IR 200).

7013 Motels

Vice President of Venezuelan corporation in another field is interested in establishing motel in Valencia. He claims to have necessary capital and land, but proposes some form of joint venture in which U.S. partner would provide construction and management assistance.

Write: Dr. Ricardo Degwitz, Calle 107 (Navas Spinola) N° 96-106, Valencia. (IR 114).

JOINT VENTURE IN STEEL

General merchant specializing in bright and black steel for engineering, building industries interested in joint venture arrangement with U.S. firm in similar type of business. Purpose of joint venture is to increase working capital, establish working relationship with U.S. firm that might later assume the majority interest of the business.

Write The Stansfield Steel Co., 457 Sommerville Rd., West Footscray, Melbourne, Australia.

Philippine food canner proposes joint venture

Republic Food Products, Inc., described as "one of the pioneers in food processing in the Philippines" by the Industrial Development Center of Manila, seeks U.S. participation on a joint venture basis or under licensing arrangement to expand current food canning operations.

The company mainly requires technical assistance, some capital equipment and, possibly, use of U.S. brand names in exchange for royalties, stock, or other mutually agreeable equity desired by the investor. On the basis of a feasibility study made on this project, an annual return of over 25% of the total project cost is anticipated.

Interested U.S. firms are invited to write to Republic Food Products, Inc., 11 Jose Abad Santos Dr., Paranaque, Rizal, Philippines.

LICENSING RIGHTS

Dutch manufacturer of hearing-aids, pick-ups, amplifiers wants licensing rights for the production of U.S. type hearing aids for the European market.

Write N.V. Audium, 183 van Hallstraat, Amsterdam.

ELECTRONIC LICENSE WANTED

English manufacturer of oscilloscopes, pulse generators, timing units, and similar equipment wants license to make electronic test and measuring gear. Write Erskine Laboratories Ltd., Scalby, Scarborough, Yorkshire, England.

GERMAN MEDICINE MAKER

A German manufacturer of pharmaceutical preparations is interested in manufacturing medicines for the treatment of liver and blood diseases, oral anti-diabetics, virucide substances, and diuretics under license of U.S. companies.

Contact Johann A. Wuelfing and Bauer & Cie, 18 Graf-Adolf-Strasse, 4 Duesseldorf, Germany.

FRENCH SUPER MARKETEER

A French firm specializing in the installation of department stores and supermarkets seeks licensing rights to manufacture U.S. furniture, equipment, and accessories generally used in stores and supermarkets.

Write Societe de Fabrication et de Diffusion Supram, 8 rue Moreau, Paris, France.

Philippines fishing industry shows investment potential

Manila group proposes joint venture to U.S. fishing firms

A sizeable unsatisfied domestic market for fish, coupled with an excellent export potential, suggests attractive investment opportunities in the Philippines for U.S. fishing interests.

A joint venture to exploit the vast fishing resources of Philippine waters has been proposed by a Manila group which has rigged a tugboat for purse seining and is negotiating for the acquisition of tidal flats for fish and shrimp culture.

Although a Commission of Fisheries was established in 1963 to promote a program designed to make the Philippines self-sufficient in fish production, the marine fishing industry has long been handicapped by antiquated methods, inadequate facilities and lack of investment capital.

Investment information

Imports of fish, largely canned sardines from South Africa, are running at the rate of around 38 million kg. a year. Because of the unsatisfied domestic demand, Philippine exports of fish have been, of course, negligible.

U.S. firms desiring to obtain additional information about the potential for the fishing industry in the Philippines and about specific investment opportunities there, write: Bureau of International Commerce, Office of International Investment, File 4-0910-4H, Department of Commerce, Washington, D.C. 20230.

LICENSE REQUESTED

License wanted to manufacture mechanical handling equipment, plastics machinery, other engineering products. Write: Industrial Machine & Equipment Co., (Brimpex), Ltd., Yorktown Industrial Estate, Camberley, Surrey, England.

FRENCH WANT EQUIPMENT

French manufacturer of laundry and dry cleaning equipment and ironing machines seeks U.S. licensing rights on laundry and dry cleaning machinery. Write: P. Lemaire & Cie, 40 rue Boucher de Perthes, Roubaix (Nord), France.

WANTS U.S. PARTNER

Producer of all kinds of ceramics, enamelled objects d'art, architectural, decorative, glazed earthenware, also pipes, accessories, seeks U.S. partner to contribute capital to enable an expansion of present line of business.

Write S.A. Les Gres Guerin, 12 rue General Jacques, Bouffioulx, Belgium.

LICENSING RIGHTS SOUGHT

Manufacturer of paints, varnishes, lacquers seeks licensing rights for manufacture of can coatings.

Write N.V. Varrossieau & Cie, 46 Emmalaan, Alphen a/d Rijn, Netherlands.

PAPER MANUFACTURING

Licensing rights sought for manufacture in France of multiple continuous and snap-out business forms, and fanfold paper boards printed by type or offset and similar items by firm specializing in commercial and deluxe printing.

Write Les Presses Multiples, Attn: Mr. Girault, 31 rue Dailly, St. Cloud, Seine, France.

U.S. DRUG PRODUCTS

Manufacturer of pharmaceutical specialties wants license to make U.S. pharmaceutical products.

For further information write Laboratoires Promedica, 41 rue Camille Pelletan, Levallois-Perret, Seine, France.

LICENSE REQUESTED

Manufacturer of special and medicated protective soaps which are used in specific professions, such as the nuclear industries, to disinfect and decontaminate the skin seeks license to manufacture protective pastes or other specialties for the cleaning and protection of hands for industrial use. Write Jean Ardouin-Savons Industriels (Le Mille), 34 rue Jacquart, Pantin, Seine, France.

JAPANESE FIRM

Licensing agreement sought from U.S. manufacturer for production of butt and flash resistance welders. Osaka Transformer Co., Ltd., 14 Motoimazato Kitadori, 3-chome, Higashiyodogawa-ku, Osaka, Japan.

CALIFORNIA CLOTHING

A New Zealand manufacturer of a wide range of clothing for children and adults is interested in a licensing arrangement to produce California-style children's clothing, children's shorts and slacks, trews, and woven and knitted shirts.

Contact Mr. G. N. Cashmore, Managing Director, Cashmore MacNicol Ltd., 109 Albert St., Auckland, New Zealand.

U.S. manufacturers offered licenses

Products designed, developed in Italy, England, Uruguay included

U.S. licensees are being sought to manfacture products designed and developed in England, Italy, and Uruguay.

Write: Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C., 20230, by referring to the appropriate file number.

★ English company established in 1825 for the construction of bodies for road transport vehicles is interested in licensing U.S. manufacturer to produce its variety of bodies for commercial vehicles. The firm which has been concentrating on light alloy construction claims to have produced practically every type of commercial body and has taken out patents or registered both designs and construction. Designs and firm's know-how would be provided to an U.S. licensee. The firm is particularly interested in U.S. production of its bulk transport bodies, many of which are pneumatic dischargers, for transporting liquids and solids, and mobile laboratories and test stations. A brochure describing the many different types of bodies produced by firm available on loan basis. **File 1246.**

★ Italian manufacturer of various small plastic articles offers license for U.S. production of its tooth brush holder with 2 parts; one attached to the wall, and the other, the actual brush holder which can be removed and used as a container for the toothbrush when traveling. Several holders can be arranged to form a family size unit. Toothbrush holder can be produced in 5 different colors and its brand name registered in U.S. **File 1247.**

★ Inventor's association in Uruguay seeks U.S. licensee to produce an octane booster accessory for gasoline and diesel engines. It works on alcohol and air and this mixture is passed on to the engine's carburetor. This booster has been marketed successfully in Uruguay. Technical drawings, newspaper clippings, and other descriptive literature in Spanish is available on loan basis. **File 1248.**

IRISH ENGINEERING FIRM

Mechanical handling engineers firm seeks joint venture for manufacture or assembly of all types of mechanical handling equipment. Write: J. P. Davis & Co., Ltd., 5-6 Lombard St., Dublin 2.

Iraq plans buildings for international airport; invites construction bids

The Ministry of Communications invites bids for construction of buildings and the provision and installation of all equipment associated with them for the Baghdad International Airport.

Principal construction constitutes: Control and Communications Building, Temporary Terminal Building, Fire Crash and Rescue Station, Iraqi Airways Base including Hangar, Workshops, Operational and Administration Blocks, all services and Operational Buildings including Police Headquarters, Central Plant House, Telephone Exchange, and Maintenance Depot.

Tender documents may be obtained from the contract Division of the Directorate General of Roads & Bridges, Baghdad, Iraq, between June 1 and September 5 upon nonrefundable payment of $420.

Bids must be submitted on or before 12 noon local time. September 26, to the Tender Box at the Ministry of Communications, Baghdad, Iraq, in sealed envelopes marked: Tender No. A/2(1964—The Buildings for Baghdad International Airport.

Bids must be accompanied by a preliminary deposit of $168,000; full details of bidder's financial standing, organization, capacity, qualifications; full details concerning bidder's machinery and equipment, together with a list showing the machinery and equipment bidder intends to use in executing the contract.

An effort is being made to have the Director General send a set of documents for inspection purposes to the Iraqi Embassy in Washington.

Ecuador seeks services of U.S. management consultants

The Secretary of Administration of the Ecuadorean Government wishes to engage the services of 4 management consultants with experience in organization and management of decentralized public agencies. Employment would be for 6 months. Applicants must be fluent in Spanish.

Communications should be addressed to: Director, Secretaria Tecnica de Administracion del Ecuador, Quito, Ecuador, before June 15, 1964.

Beach cleaning needs sought

P. E. Cunningham of the Junior Chamber of Commerce, Chamber of Commerce Bldg., 2 Courthouse Lane, Auckland C1, New Zealand, is interested in purchasing beach cleaning equipment, designed to clear ocean beaches of seaweed, broken glass and other litter.

Specifications are unavailable. Interested manufacturers or distributors of beach cleaning equipment should send quotations and descriptive literature to the above address.

UAR cuts off bidding on communication stations

If you were thinking of bidding on the supply and erection of the UAR communications projects mentioned in last week's *International Commerce*, forget it.

Due to the urgent need for equipment, the Ministry of Public Works, U.A.R., has changed the bid deadline for the supply and erection of 66 Kv switch stations at Bahr-Tira, Serw-El-Aala, New Quasabi and Damanhour and the supply and erection of telephone communication lines between the power station at Talkha and the switch and transformer stations of Zagazig and Abu-Zaabal (*International Commerce*, May 25, p. 23) from June 29 to May 29.

Vietnamese firm seeks bids on farm machinery, equipment; also wants complete sugar mill

The Tuy Hoa Sugar Corp., 7 Nguyen Hue Saigon, Viet-Nam, has called for bids for the supply of farm machinery and equipment to be used for field use in connection with the establishment of a testing, multiplication and demonstration center for sugar cane.

Bid is to include 1 bulldozer with hydraulic control, 1 gasoline wheel tractor, and 2 high clearance cane field type gasoline wheel tractors. In addition, a number of items of field machinery to be used with these tractors and a boom sprayer are to be purchased.

Bid deadline is June 23.

Details and specifications for bidding may be obtained on loan by firms located in the U.S. from the ACME Division, BDSA-320, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4319.

The corporation also wishes to purchase a complete cane sugar mill with a production capacity of 1,500 metric tons of cane per 24 hours.

The mill is to produce fine sugar by the remelt carbonation process, and should be designed not to use materials such as active carbons which would have to be imported into Viet-Nam.

Bid deadline June 23.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.&C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Paper bid deadline extended

Purchases Directorate "B", Ministry of Commerce. Athens, Greece, has extended the bid deadline for the supply of bank-post paper from June 8 to June 23. (INTERNATIONAL COMMERCE, May 11, p. 25).

Tanganyika receives grant from United Nations for development of river basin

An agreement for a grant of about $1,117,300 from the United Nations Special Fund was signed on April 17 in Dar es Salaam, by Paul Bomani, representing the Government of Tanganyika GOT (now URTZ), and A. L. Adu, Regional Representative of the United Nations Technical Assistance for East and Central Africa, for the purpose of establishing a project to determine the potentialities for the irrigation and development of the Pangani and Wami River Basins in the Coastal Region of Tanganyika.

The technical and economic feasibility of the irrigation and development project will be determined through surveys and investigations of the 2 basins, subsequently permitting the selection of the most suitable locations for pilot schemes, and making it possible for an irrigation development programme in the 2 basins to be drawn up for execution of the project in 7 years.

One of the main functions of the project will be the training of personnel in various aspects of irrigated farming.

Aerial photography will be carried out over an area of 250 square miles of the project, in separate areas, at a suitable height for mapping at a scale of 1:10,000 with contours at vertical intervals of 5 feet.

Bids invited by Morocco on drainage canal project

Firms interested in participating in a call for bids for the completion of the Oued Regaga Drainage Canal in Lower Moulouya Irrigation Project should send their pre-qualification references to the Directeur Du Perimetre de La Basse Moulouya, Office of National Des Irrigations, Service de L'Equipment, Berkane, before June 20.

The project, estimated to cost about $300,000, will involve the deepening and enlargement of a channel approximately 24 kilometers in length, excavation of about 170,000 cubic meters, the construction of drop structures and channel crossings.

The project is expected to be completed in about 10 months.

Hotel project bids invited

The Director of Public Works in Aruba (Netherland Antilles) invites bids for an 80-room enlargement of the Aruba Caribbean Hotel, estimated to cost $1.176.000.

Bid deadline is 11:00 a.m., June 30.

Plans and specifications can be obtained for $120 per set from the Director of Public Works, Oranjes, Aruba.

In the near future, expectantly, public bids will be invited on a new hotel in Aruba and 2 hotel projects in Curacao.

Guatemala calls for bids on highway and bridge projects

Inter-American Highway Division of the Guatemala Highway Department invites sealed bids for furnishing all labor, equipment and materials, and performing all work for reconditioning subgrade, additional subbase, base course, shoulders and double surface treatment for 76 KMS; grading, slide removal, drainage correction, and bridges for 33 KMS; reference IAH project 32-33, May 12, Inter-American Highway, San Cristobal Totonicapan-Arroyo Bridge, San Juan Bridge-Selegua III Bridge.

Bid deadline is 9 a.m. June 19.

Plans and specifications may be obtained from the Office of the Chief General of Inter-American Highway, Guatemala City, Guatemala, upon delivery of 500 sheets white ditto paper, letter size and 100 yards of 42" wide ozalid paper.

Prospective bidders may examine plans and specifications at the Bureau of Public Roads, Room 913, Matomic Bldg., 1717 H Street, NW., Washington, D.C.

Bid bond must be obtained from a firm authorized to operate in Guatemala.

Scrap film supplier sought

The Plastic & Linoleums Export Promotion Council, Patel Industrial Centre, 68 Tardeo Rd., Bombay 34, India, is interested in contacting a U.S. firm which can supply them with 35 m.m. acetate based, positive, washed crystal clear film scrap.

The Council, an export expansion body jointly sponsored by the Government of India and the Plastic Industry, assures that substantial quantities of such film scrap will be used by its members who are end-users of such material.

Proposals should be sent to the Plastic and Linoleums Export Promotion Council.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.
ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: BR 2-9511.
ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: JAckson 2-4121.
BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 323-8011.
BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.
BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.
CHARLESTON, S. C., 29401, Suite 201, Mercus Bldg., 6 Broad St. Phone: 772-6551.
CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.
CHEYENNE, WYO., 82001, 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2751.
CHICAGO, ILL., 60606, Room 1302, 226 W. Jackson Blvd. Phone: 828-6400.
CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2000.
CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.
DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: RIverside 9-3287.
DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 534-4151.
DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.
GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.
HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.
HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831.
HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.
JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 204 Laura St. Phone: Elgin 4-7111.
KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.
LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2830.
MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.
MIAMI, FLA., 33132, 408 Ainsley Bldg., 14 N. E. First Ave. Phone: FRanklin 7-2581.
MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.
MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.
NEW ORLEANS, LA., 70130, 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 527-6546.
NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.
PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400.
PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.
PITTSBURGH, PA., 15222, 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800.
PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.
RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.
RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.
ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.
SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.
SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.
SANTURCE, PUERTO RICO, 00907, Room 638, 605 Condado Ave. Phone: 723-6640.
SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: ADams 2-4755.
SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing Commodity Export Promotion Staff, BDSA-111, Department of Commerce. The I.R. (interview report) number is requested in correspondence. NCIA following indicates no commercial information available.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ITALY—Oil seeds. Oleifici dell'Etruria S.p.A. (manufacturer), Via Plinio 21, Roma.

012 Fruit, Tree, Nut, Vegetable Farms

JAPAN—Lemons. Shinsei Trading Co. Ltd. (importer), Kaneko Bldg., 3, Nishi 3-chome, Ginza, Chuo-ku, Tokyo. WTD 1/10/64.

162 Heavy Construction, except Highway, Street Construction

KUWAIT—Water pipeline project from Shatt Al-Arab to Kuwait. Subah Trading & Contracting Co. Ltd., P.O. Box 476, Kuwait. WTD 10/18/62.

203 Canning, Preserving Foods

NIGERIA—Meats, fish, vegetables, fruits (fresh, dried), other provisions. Direct purchase and agency. T. N. Ramsons & Co. (importer, retailer), 1A Aggrey Rd., P.O. Box 574, Port Harcourt. WTD 3/10/64.

204 Grain Mill Products

ITALY—Gluten of yellow maize; wheat distillate (soluble). Direct purchase and agency. S.I.A.Z. Soc. Italiana Approvvigionamenti Zootecnici (manufacturer, wholesaler), Borgo Trevi (Perugia).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

209 Food Preparations

ITALY—Soy, peanut, meat and fish meals. Direct purchase and agency. S.I.A.Z. Soc. Italiana Approvvigionamenti Zootecnici (manufacturer, wholesaler), Borgo Trevi (Perugia).

LEBANON—Miscellaneous food preparations. Direct purchase and exclusive agency. International Trading & Contracting Co., S.A.L. (importer, wholesaler, sales agent), P.O. Box 3958, Yared Bldg., Abdel Aziz St., Beirut. WTD 5/7/64.

221 Broad Woven Fabric Mills, Cotton

SWEDEN—Printed and other cotton fabrics for blouses, skirts, sport clothes; jersey; requests replies from converters. Direct purchase and agency. Hall & Uhlin Textilagentur (agent), Storgatan 18, Halmstad. WTD 3/6/61.

High, medium-priced cotton fabrics for ladies' dresses. Konfektions AB Magna (manufacturer), Uddevalla. WTD 5/11/64.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

SWEDEN—High, medium-priced synthetic fabrics for ladies' dresses. Konfektions AB Magna (manufacturer), Uddevalla. WTD 5/11/64.

Synthetic fabrics for blouses, skirts; jersey; requests replies from converters. Direct pur-

chase and agency. Hall & Uhlin Textilagentur (agent), Storgatan 18, Halmstad.

223 Broad Woven Fabric Mills, Wool

SWEDEN—Jersey; requests replies from converters. Direct purchase and agency. Hall & Uhlin Textilagentur (agent), Storgatan 18, Halmstad.

224 Narrow Fabrics, Smallwares Mills

PAKISTAN—Electrotechnical insulating material, parts, e.g. cotton insulating tapes, electric. The Engineering & Trading Corp. (manufacturer's agent), P.O. Box 673, Gardee Trust Bldg., 2 Napier Rd., Lahore. WTD 4/27/64.

229 Textile Goods

● **ALGERIA**—Variety of materials for manufacture of apparel, mainly fabrics of cotton, wool, man-made fibers, quantity over 13 million meters; tender No. 145.SA (in French), bid deadline June 19. Quotations cif Algiers. Societe Nationale De Confection (a nationalized clothing factory), 141 Bld. Salah Bouakouir, Algiers.★ (Telephone: 202-WO 7-5220).

HONG KONG—Laces for trimming or decorating dresses; requests replies from manufacturers. Tai Chung & Co. (importer, exporter, commission agent), 3 Jervois St., Hong Kong. WTD 8/26/63.

230 Apparel

SOUTH AFRICA—Men's apparel, accessories; requests descriptive literature, price sheets from manufacturers only. Men's Wear Distributors (importing distributor), 365 Grand Parade Centre, Adderley St., Cape Town.

239 Fabricated Textile Products

SOUTH AFRICA—Curtain materials, particularly interested in shantung fabrics, early American smallflower and checkered patterns; price range from $0.45 to $1.25 per yd., in rolls; requests replies from manufacturers only. Direct purchase and agency. Hollywood Furnishing Co. (importing distributor), 204 Long St., Cape Town.

242 Sawmills, Planing Mills

● **PAKISTAN**—Wood railway ties: 522,199 pc., bid deadline June 23. Tender documents and related forms obtainable on payment Rs50 ($10.50) per set from: Office of the Secretary, Railway Board, Government of West Pakistan, P. W. Railway Headquarters, Empress Rd., Lahore. Set of tender documents available for examination at the Consulate General of Pakistan, 12 East 65th St., New York, N.Y.

251 Household Furniture

SOUTH AFRICA—Household furniture true in American colonial character, knocked down for assembling, marketing in South Africa. Codies (Pty.) Ltd. (importing distributor, wholesaler, retailer), P.O. Box 2538, Cape Town.

261 Pulp Mills

SOUTH AFRICA—Unbleached sulphate pulp; chlorine dioxide bleached sulphate pulp; unbleached, semi-bleached and fully bleached sulphite pulp; requests quotations per 2000 lb. cif Durban accompanied by analytical reports. Direct purchase and agency. Adams Paper Co. (manufacturers' agent), P.O. Box 46, Woodstock, C.P. WTD 11/22/63.

262 Paper Mills, Products

PHILIPPINES—Paper, board, products thereof. J. B. Diaz, General Manager, J. B. Diaz & Co. (importer, wholesaler, retailer, indentor, processor), 550 Cabildo, Intramuros, Manila. WTD 4/25/64.

264 Converted Paper, Paperboard Products

FRANCE—Paper bags, including shipping sacks, bags made of cellophane, acetate, polyethylene, other plastic packaging materials; importing wholesaler requests offers with price quotations for direct purchase. Reyboz & Cie, Emballages Transparents, 33 Rue Raymond Poincaré, Nancy (M. & M.).

SOUTH AFRICA—Transparent waxed paper in sheets or reams for food packaging. Direct purchase and agency. B. A. Selander & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3380, Cape Town. WTD 12/18/62.

Wallpaper: nonpasted, prepasted; washable, nonwashable; in standard size rolls; requests replies from manufacturers only. Direct purchase and agency. Adams Paper Co. (manufacturers' agent), P.O. Box 46, Woodstock, C.P. WTD 11/22/63.

● **SUDAN**—8000 rolls teleprinter paper, 2 ply, 8½ in. width, 3½ in. dia., grade ABACY; 8000 rolls teleprinter paper, 3 ply, 8½ in. width, 3½ in. dia., grade ABADY. 4000 coils pure vegetable parchment tape, 11/16 in. width, 8 in. dia., grade ABAST; contract No. 179, bid deadline June 18. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-3003).

281 Chemicals

● **CEYLON**—Sulfuric acid, electrolyte grade, specific gravity 1.828, 93.2% H_2SO_4, 2,600 Imperial gallons, packed in sealed 5 gallon bottles with replaceable glass stoppers, suitably packed for export, for the Ceylon Transportation Board. Bid deadline June 10, quote C&F, Colombo. Chairman, Tenders Board, Ceylon Transportation Board, 200 Kirula Rd., Narahenpita, Colombo.★ (Telephone: 202-WO 7-3468).

● **IRAN**—Ammonium nitrate, 180 m.t., purity 98.5%, containing 34.5% nitrogen-minimum, for Armament Dept., Ministry of War, Teheran. Bid deadline July 9; quote c&f, Khorramshahr, in U.S. dollars, per 1000 kilograms or per m.t. Offers prepared in 2 copies, original to be sent to: Edareh Taslihate Artesh, Daerehe Kontrole Tolid va Tadarkat, Khiaban Zhale, Teheran/Iran; copy to: Edarehe Bazres: Kole Setade Bozrorg Arteshtaran, (Charrahe Ghasr), Teheran/Iran.★ (Telephone 202-WO 7-2008).

ITALY—Sodium bichromate; tannery. Pellami Giannozzi S.N.C. (tannery), 6/R Via G. Giusti, Florence. WTD 9/10/62.

PAKISTAN—Chemicals, dyes. Burewala Textile Mills Ltd. (manufacturer of cotton textiles, yarn), Dawoodabad, Distt. Multan. WTD 5/6/64.

Printing raw materials; wax; glue. Packages Ltd. (manufacturer), P.O. Amersidhu, Lahore 14. WTD 4/9/64.

PHILIPPINES—Dyestuffs. Direct purchase and agency. Philamco Enterprise (importing distributor, exporter), 315 Yutivo Bldg., Dasmarinas St., P.O. Box 257, Manila.

Trisodium phosphate; hydrochloric acid. Direct purchase and agency. Mediprom Consolidated Industries, Inc. (importer, wholesaler, retailer, indentor), 218 Samanillo Bldg., Escolta St., Manila. WTD 6/29/63.

282 Synthetic Materials

GERMANY—Plastic foils for deep drawing of dashboard crash pads for automobile industry; manufacturer, importer requests replies in German. Kunststoffwerk Philippine GmbH & Co. K.G., 23-25 Alte Braubacher Strasse, Oberlahnstein/Rhein. WTD 9/27/63.

IRAN—Second quality of polyethylene, nylon, rayon yarns. M. Khalili Esfahani & Partner (importing firm), No. 55 3rd Floor, Seraye Bu-Ali, Tehran. WTD 5/6/64.

JAPAN—All kinds of synthetic rubber. Toaki Keiko Co., Ltd. (exporter, importer), 2-31, Nishiyanagi-machi, Nakamura-ku, Nagoya. WTD 4/30/64.

White nylon scrapings. Seiwa Trading Co., Ltd. (trading company), 6, 1-chome, Sakomaecho, Nakamura-ku, Nagoya. WTD 8/5/63.

PAKISTAN—High styrene approx. 100 tons; synthetic rubber approx. 50 tons. Bata Shoe Co. (Pakistan) Ltd. (manufacturer), Batapur, Distt. Lahore. WTD 5/4/64.

283 Drugs

● **CEYLON**—Chlorpromazine hydrochloride B. P. 25 mgm., 4 million tablets packed in bottles of 500 each; bid deadline August 4. Dept. of Health, Ministry of Health & Housing, P.O. Box 500, Colombo.★ (Telephone: 202-WO 7-3394).

ITALY—Feedstuff chemicals (vitamins), Castellett Ettore (manufacturer), Villaggio Azzurro 15/D, Via Cristoforo Colombo Km. 15, Rome.

PHILIPPINES—Morphine, salts: morphine derivatives. Versatile (Philippines) Inc. (manufacturer, importer, wholesaler, retailer), Banawa, Cebu City. WTD 9/4/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics, Toilet Preparations

TANGANYIKA—Renowned U.S. manufactured hair straightening kit or similar preparation proved absolutely effective. Gandhi Medical Hall Ltd. (importer, wholesaler, retailer), P.O. Box 69, Dar es Salaam. WTD 7/5/62.

286 Gum, Wood Chemicals

PAKISTAN—All types of tanning extracts. Bata Shoe Co. (Pakistan) Ltd. (manufacturer), Batapur, Distt. Lahore. WTD 5/4/64.

289 Chemical Products

JAPAN—Adhesives for mounting mosaic tiles. Requests replies with literature, prices. Marutaka Kenyosha Co. Ltd. (manufacturer), 4-6 Mikasa-cho, Tajimi City, Gifu Prefecture. WTD 4/28/64.

PAKISTAN—MPC/EPC palletised dustless approx. 50 tons; HAF palletised dustless approx. 100 tons. Bata Shoe Co. (Pakistan) Ltd. (manufacturer), Batapur, Distt. Lahore. WTD 5/4/64.

291 Petroleum Refining

● **GREECE**—Lubricating oils, greases, approx. 298,000 kgs. overall, various kinds; tender Nos. 6624, 6625, 6626, 6627; bid deadline June 26. Hellenic State Railway (SEK), Head Office, Purchasing & Stores Dept., 34 Themistocleous St., Athens.★ (Telephone: 202-WO 7-2355).

● **HONG KONG**—Furnace fuel oil, 6,000

l.t., viscosity not greater than 650 secs, redwood No. 1 at 100 degrees fahrenheit calorific value not less than 18,500 BTU per lb.; tender No. 98, bid deadline June 12. Full specifications and prices quoted to include delivery by barge alongside Hung Hom reclamation and pumping by suppliers pump to bulk storage tanks adjacent Queen Elizabeth Hospital, Kowloon. Not less than 200 l.t. each delivery. Inform HKG maximum quantity can be supplied any one time; time required execute such order. Submit seceretary tender Board Colonial Secretariat, HKG. REF. Stores C/23/16/64.

● **SUDAN**—Axle lubricating oil, 1,500 m.t., for lubrication of axle journals of locomotives, tenders, coaches, carriages; Sudan Railways specification No. 405 (as revised); contract No. 3027, bid deadline 12:00 noon, June 23. Sudan Government, Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-2355).

301 Tires, Inner Tubes

GERMANY—1,000 used airplane tires, size 30 x 8,8; vulcanizing plant requests replies in German with price quotations fob U.S. ports. Franz Huebers (wholesaler, retailer), 70-72 Heiliger Weg, 46 Dortmund. WTD 4/28/64.

307 Plastics Products

NORWAY—Tubes, rubber or plastic, highly flexible, textile outer covering, for conveying air in medical apparatus, inner dimensions ⅜", 9/16", ⅝". Sample of type tubing desired available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Odmund Nilsen, Staal- og Metallvarefabrikk (manufacturer), P.O. Box 8, Okern, Oslo.

311 Leather Tanning, Finishing

DENMARK—Suede, cabretta-nappa leather for sport garments. Busch Knudsen (manufacturer, wholesaler), 41 Skelbaekvej, Risskov, Denmark.

326 Pottery

● **BURMA**—5 items of vitreous china plumbing fixtures totaling 1065 pc. and 500 solid plastic toilet seats; tender No. 43/05/63-64(P), bid deadline June 6. The People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3017).

329 Abrasive, Asbestos, Nonmetallic Mineral Products

ECUADOR—Asbestos brake linings; importer requests replies in Spanish. Manuel Victor Andrade Runio, Calle Sucre No. 809, Guayaquil. WTD 5/5/64.

PHILIPPINES—Calcined magnesite. Direct purchase and agency. Mediprom Consolidated Industries, Inc. (Importer, wholesaler, retailer, indentor), 218 Samanillo Bldg., Escolta St., Manila. WTD 6/29/63.

331 Steel Mill Products

● **BURMA**—Standard galvanized pipe, sizes 2", 4", 6"—6500'; galv. pipe flanged on one end, sizes 2" and 4"—12,000'; gate valves, sizes 2", 4", 6"—73; assorted bends, tees; 100 PSI air hose, 2"—400'; 1"—500'; ¾"—3000'; tender No. 45/05/63-64(G), bid deadline June 6. The People's Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3017).

ECUADOR—Pig iron, rolled steel sheets, for manufacture of gray iron, steel structures; cif Guayaquil. Inmensa (Industrias Mecánicas Nacionales S.A.) (manufacturer), P.O. Box 30, Quito.

● **IRAN**—Fishplates, 6 and 4 hole, 20,000 pc.; tender No. 43/447, bid deadline August 8. Iran State Railways, Tehran. Tender documents available from IRS Purchasing Dept., Tehran.

PHILIPPINES—Structural, tool, stainless alloy steel. Exclusive agency, direct purchase. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16 St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

332 Iron, Steel Foundries

PHILIPPINES—Pig iron. Exclusive agency desired, direct purchase. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

334 Secondary Smelting, Refining of Nonferrous Metals

JAPAN—Vinyl covered copper wire scrap for reclaiming. Taiyo Bussan Kaisha, Ltd., 2 Kodenma-cho 2-chome, Nihombashi, Chuo-ku, Toyko. WTD 7/5/63.

PHILIPPINES—Zinc ingots, zinc base alloys. Lead ingots, lead based alloys. Direct purchase and exclusive agency. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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335 Rolling, Drawing, Extruding of Nonferrous Metals

● **IRAN**—Tin, 600 kgs., Sn 99.9% purity; bid deadline July 7. Edareh Taslihate Artesh, Daerahe Kontrole Tolid va Tadarokat, Khiaban Zhale, Tehran.★ (Telephone: 202WO 7-5624).

PHILIPPINES—Copper sheets. Exclusive agency desired; direct purchase. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

● **SUDAN**—Bearing metal ingot: white, bronze, 75 m.t., tin 82%, antimony 10.91%, copper 6.84%, lead 0.25%; contract No. 3019, bid deadline June 16; tenders must be accompanied by not less than 2% deposit. Office of Controller of Stores, Sudan Railways, Atbara. Tenders should be marked "Tender for supply of Bearing Metal Ingot White Bronze."★ (Telephone: 202-WO 7-5624).

● **TURKEY**—32,820 yd. underground cable, 10.5 KV tension; tender No. EGD-15/64, bid deadline July 1. "E.G.O.", Ankara Elektrik Havagazi ve Otobus, Isletme Muessesesi Genel Mudurlugu, Ankara. Tender documents, $4 each, available from Modern Tercume Burosu, Ulus Ishani D Bloku No. 304, Ulus, Ankara, Turkey.

336 Nonferrous Foundries

PHILIPPINES—Brass sheets. Exclusive agency desired; direct purchase. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—All types of tools for carpet installations; importer wholesaler requests descriptive brochure. Direct purchase and agency. R. E. Cunningham (W.A.) Pty. Ltd., Attn: Mr. W. R. G. Knowles, 434 William St., Perth.

PHILIPPINES—Builders' hardware; construction materials. Direct purchase and agency. Norton & Harrison Co. Inc. (importer, wholesaler, retailer, indentor), 660 Echague, Box 3176, Manila. WTD 4/11/64.

Builders' hardware including locks; general hardware including hand tools, chain blocks; construction material including steel bars, beams, sheets. Francis Yu, President, Yutivo Sons Hardware Co. (importer, wholesaler, retailer, assembler), 254-264 Dasmariñas, Box 159, Manila. WTD 1/6/64.

SOUTH AFRICA—Fence wire strainers for straining wire to post. Brock, Tuchten (Pty.) Ltd. (importing distributor), P.O. Box 3281, Cape Town. WTD 11/22/63.

Mechanics', carpenters', household hand tools; requests replies from manufacturers only. Allneeds (Pty.) Ltd. (importing distributor), P.O. Box 4081, Cape Town.

VENEZUELA—All kinds of builders' hardware. Direct purchase and agency. Ventas y Representaciones C.A. (sales agent), Aptdo. 3944, Caracas, D.F. WTD 4/2/64.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Bathroom flushing valves, cocks or faucets, modern types, good quality; bathroom equipment, fittings, accessories plumbing supplies suitable for use in France; requests replies with catalogs, price quotations from manufacturers only. Direct purchase and agency. Mr. Jean Hebert (importer, retailer, wholesaler, manufacturer's agent), 29 rue Croix-de-Seguey, Bordeaux, Gironde. WTD 9/10/63.

344 Fabricated Structural Metal Products

● **BURMA**—Fabricated steel parts for Bailey Bridges (normal parts) 16 items, (841 pieces); tender No. 46/05/63-64 (G), deadline June 8. The Peoples Stores Corp., St. John's Rd., Rangoon.★ (Telephone: 202-WO 7-3017).

● Fabricated steel parts for Bailey bridges 15 items, 2490 pc.; Tender No. 49/05/63-64 (G), bid deadline June 19. The People's Stores Corp. c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

● Trewhellar Grab (Bailey Suspension Bridge) Part No. BSB 45, 24 pc. Tender No. 48/05/63-64(G), bid deadline June 19. The People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-3601).

349 Fabricated Metal Products

NORWAY—Valves for controlling flow of propane, butane, ammonia gases on board gas tankships. Copy of specifications available on loan basis from Trade Opportunities Staff,

BDSA-111, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4674. Brodrene Dahl A/S, (Attention Mr. L. Woien), Grenseveien 65/76, Oslo.

351 Engines, Turbines

PHILIPPINES—Air cooled petrol engines, 2-10 h.p., 4 cycle, suitable for marine, stationary. Barclay & Co. Inc. (importer, wholesaler), 430 Militar, Box 2216, Manila. WTD 2/25/63.

Small gasoline engines, 2¾ h.p. to 15 h.p., air-cooled with horizontal shaft line, r.p.m. from 3800 to 3600, bore 2⅛ to 3⅛, stroke 1⅝ to 3¼, weight from 21.5 to 130 lb. Exclusive distributorship desired. Direct purchase and agency. A. J. Tyre, Director, Machinery Dept., Smith, Bell & Co. (Philippines) Inc. (importer, wholesaler, retailer, indentor), Myers Bldg., 124-13th St., Port Area, Box 311, Manila. WTD 4/29/63.

352 Farm Machinery

ENGLAND—60 metal rabbit hutches with easy to clean dropping tray, metal feeding trough, nest box, metal watering container, single tier, open on all sides with mesh floor, slide up door. N. M. Green. (G6Z/Various 3633A), Crown Agents, 4, Millbank, London, S.W.1.

KUWAIT—Farm machine to cut ives grass. Direct purchase and agency. Subah Trading & Contracting Co. Ltd. (importer, wholesaler, retailer, contractor), P.O. Box 476, Kuwait. WTD 10/18/62.

PAKISTAN—Agriculture machinery, equipment, accessories, spares, The Engineering & Trading Corp. (manufacturer's agent), P.O. Box 673, Gardee Trust Bldg., 2 Napier Rd., Lahore. WTD 4/27/64.

353 Construction Machinery

● **BURMA**—Worldwide tenders for 2 7½ cu. ft. concrete mixers equipped with 5 HP diesel engines. Tender No. 10/MACH:(63-64), bid deadline June 16. The Secretary (1) People's Stores Corp., c/o Foreign Office, Prome Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● **GREECE**—Global invitation for quantities of tractor parts to be used on CAT-D6, D7, D8; AC-HD21 and IHC-TD 18-A tracklaying tractors. Tender No. B/301, bid deadline July 2. Ministry of Commerce, State Purchases Directorate "B", 50 Socrates St., Athens.★ (Telephone: 202-WO 7-5566).

LEBANON—Oil field machinery, equipment; earthmoving machinery, related products. Direct purchase and exclusive agency. International Trading & Contracting Co., S.A.L. (importer, wholesaler, sales agent), P.O. Box 3958, Yared Building, Abdel Aziz St., Beirut. WTD 5/7/64.

PAKISTAN—Water well drilling rigs; road construction machinery: vibrators, concrete-mixers, road rollers, pavers, bitumen spreaders; cranes, all types; trailers, carrying capacity over 200 tons. Blackhawk Engineers, Ltd. (wholesaler, importer), 43-F Gulberg, Lahore. WTD 4/6/64.

SOUTH AFRICA—Used "Yale" fork lift trucks; foreign franchise gasoline driven engines preferable, capacities: 2,000 to 8,000 lb., cushion or pneumatic, series K51; age, transmission, serial nos. must be provided. W. D. Hearn & Co. (Pty.) Ltd. (importing distributor), 78/80 Buitengracht St., Cape Town.

● **SUDAN**—Two 2-ton overhead electric traveling cranes span 56 ft., double girder type. Contract No. 3046, bid deadline June 25. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James, London S.W.1.★ (Telephone: 202-WO 7-5589).

● **UAR**—All Machinery, equipment, tools necessary for installation of longwall mining system in Maghara Mine. Bid deadline June 20. The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha St., Garden City, Cairo.★ (Telephone: 202-WO 7-5566).

354 Metalworking Machinery

AUSTRALIA—High speed nail making machines. National Nail Pty. Ltd (manufacturer), Abbotsford Rd., Mayne, Brisbane, Q'ld. WTD 4/30/64.

● **GREECE**—Heavy duty lathe, 17½" swing, 72" distance between centers; lathe, 11" swing, 27¼" distance between centers; vertical drill press, 1½" drill, 21" swing; sensitive drill press, 12" swing; 12" pedestal grinding; 16" shaper; 60 ton hydraulic press; 12" power hack saw. Tender No. DMPM-232, bid deadline July 1. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondylic St., Athens 10.★ (Telephone 202-WO 7-5652).

LUXEMBOURG—Equipment for: Body shop repair, wrecking, safety; cleaning such as steam cleaners, polishes, anti-rust products, paint, paint accessories including spray guns, compressors on agency basis. No used or reconditioned equipment will be considered. Direct purchase and agency. Henry A. Bekhuys, Box 308, Luxembourg.

MOROCCO—Lead balancing weights for balancing automobile tires, wheels. Quotations Casablanca. Etablissements J. J. Corsin (importer), 9-13 blvd. Abdallah ben Yacine, Casablanca. WTD 6/18/63.

NEW ZEALAND—Stone grinding, cutting, polishing machines for lapidary use, mainly for cabachon, flat cut; automatic or semi-automatic, small; economical. Direct purchase and agency. R. E. Keller, R.E.K. Ltd. (agent, importer, wholesaler), P.O. Box 123, Wellington. WTD 11/16/62.

NORWAY—Bending machines for pipes, tubes. Direct purchase and agency. Requests replies from manufacturers only. Fredr. A. Nilsson (importing distributor), Rostedsgate 1, Oslo.

PAKISTAN—Workshop machinery, equipment for: automobile, marine, railroad, general workshop; all types of automotive maintenance equipment; milling machine; lathes, bandsaw blades. Blackhawk Engineers Ltd. (wholesaler, importer), 43-F Gulberg, Lahore. WTD 4/6/64.

355 Special Industry Machinery

ECUADOR—Cream separators, farm size, manual, electrically driven; standard size milk filters; milk cans, 40 liters, smaller; cif Guayaquil; catalogs, price lists. Direct purchase and agency. Arthur Fried, P.O. Box 2680, Quito.

Plastic working machinery to produce items ranging in size from shoe buckle to water pail; importer, manufacturer requests replies in Spanish. Llantera Soria (de Gerardo Soria Zurita), Calle Lorenzo de Garaicoa No. 503, P.O. Box 1291, Guayaquil. WTD 5/23/63.

Extractor or press for processing cacao, with filters, for production of 10 cwts. of cocoa-butter per 8 hr.; mill for pulverizing cocoa solids; refiner of 3 or more rollers; water cooling system; refiner and press to work as unit; illustrated literature; cif Guayaquil. Dr. Hector Rodriguez (manufacturer), Victoria-Marshmallow, P.O. Box 2060, Quito.

HONDURAS—Automatic machine to make toothbrushes with plastic handles, natural or synthetic bristles; automatic machine for making plastic toothbrush containers. Requests replies in Spanish. Dental Nacional (DENAC) (manufacturer), 4a. Ave. No. 525, Tegucigalpa, D.C.

ITALY—Kitchen equipment for hotels, restaurants, institutions, such as: dish washing machines; mixers; slicing machines; scales; potato peelers; fractional geared motors for driving meat grinders, vegetable slicers. Direct purchase and agency. Itala Import (importer, distributor), Piazza Pio XI 7, Rome.

MALAYSIA—Machinery, equipment to manufacture hardboard. South East Asia Lumber Corp. Ltd., Tasek Industrial Estate, Ipoh, Perak.

MOROCCO—Small capacity wood working machines, electrical requirements 220/380 v., 3 phase, 50 cycle; hand power working tools. Quotations Casablanca. Requests replies in French. Direct purchase and agency. Société Chérifienne de Machines et d'Outillage Industriel "SOCMOI" (importer), 11 rue Hoche, Casablanca.

PAKISTAN—Textile machinery, spare parts. Burewala Textile Mills Ltd. (manufacturer of cotton textiles, yarn), Dawoodabad, Distt. Multan. WTD 5/6/64.

Shoe abrasive machinery for finishing leather products such as used in leather, shoe industries. Bata Shoe Co. (Pakistan) Ltd. (manufacturer), Batapur, Distt. Lahore. WTD 5/4/64.

PHILIPPINES—Printing machinery, equipment, supplies. Direct purchase and agency. J. B. Diaz, General Manager, J. B. Diaz & Co. (importer, wholesaler, retailer, indentor, processor), 550 Cabildo, Intramuros, Manila. WTD 4/25/64.

Pharmaceutical machinery: Bottling machine, multiple-layer tablet machinery, antibiotic filling machinery. Versatile (Philippines) Inc. (manufacturer, importer, wholesaler, retailer), Benawa, Cebu City. WTD 9/4/63.

Rubber reclaiming equipment; deferred payment basis preferred. American Steel Windows, Inc. (manufacturer), 36 Sampaloc Ave., Quezon City; Box 435, Manila.

THAILAND—Acetate ribbon cutting machine powered by electric motor, 110/220 v. capacity ½ to 2 hp. Hua Teck Chiang (importer, wholesaler, retailer), 315 Sampeng St., Bangkok.

356 General Industrial Machinery

AUSTRALIA—Completely automated machinery to clean, package nails. National Nail Pty. Ltd. (manufacturer), Abbotsford Rd., Mayne, Brisbane, Q'ld. WTD 4/30/64.

GERMANY—Movements for electric table, wall, alarm clocks; importer, wholesaler, exporter requests replies from U.S. manufacturers only with price quotations fob New York, N.Y. Robert Krups (wholesaler, importer, exporter), 29 Heresbachstrasse, 565 Solingen-Wald, Duesseldorf. WTD 2/3/64.

ITALY—Cast iron radiators: approx. 30,000 to 40,000 sq. ft. (2 to 6 column) per month; 20 to 30 oil, coal furnaces per month for multiple occupancy buildings; specifications to be negotiated. Trade Opportunities Staff, BDSA-111, Box MIL-9, Rm. 4203, Department of Commerce, Washington. D.C. 20230.

JAPAN—Automatic packaging, sealing machine for pills, pellets in cellophane or other plastic material strips; automatic filling, sealing machine for small carton boxes containing confectionery such as caramels, nougats, chocolate candy; filling, sealing machinery for

capsule containing liquid medicine. Futaba Trading Co., Ltd., (Futaba Kinzoku K.K.), No. 2 Nurihiko Bldg., No. 4 Takara-cho 2-chome, Chuo-Ku, Toyko. WTD 4/27/64.

PHILIPPINES—Furnaces, electrical, induction, other for alloy casting; cast iron of high strength; new or used. Philippine Sewing Machine Mfg. Corp. (manufacturer, importer, exporter, wholesaler, retailer), King Albert St., Mandaluyong, Rizal; Box 2503, Manila.

TURKEY—Approx. 35 multistage centrifugal pumps; selection desired with output range from 2 to 15 m.t./hour against discharge pressure of 175 psi. Pumps to be delivered complete with 3 phase electric motor operating off 220/380 v. 50 c/s main supply. Airmail quotations. Neptun Makina (importer), 20 Gazi Bulvari, Izmir. WTD 1/4/63.

358 Service Industry Machines

AUSTRIA—Refrigerating units for trucks, trailers for transportation of refrigerated, frozen foods; manufacturer of refrigerating equipment requests replies from manufacturers only, with price quotations cif European port; experienced in repairing, servicing. Direct purchase and agency Kuehlmaschinenbau Pirker (importer, wholesaler), Johannagasse 30, Vienna V. WTD 5/8/64.

● **BURMA**—50 two-horse power, 14000 to 16000 BTU's per hour, window type air conditioning units. Tender No. DPES 50/64, bid deadline June 20. Revolutionary Government of the Union of Burma, Office of the Director of Procurement, Defense Dept., Rangoon.★ (Telephone: 202-WO 7-5589).

INDIA—Laundry machine with direct steam heating washing machine, hydro extractor, drying machine; capacity 60 kgs. of dry load per hour; hydro extractor with safety devices; all motors of T.E.F.C. type suitable for 440 V. 3 phase, 50 cycles A.C. supply; 100 P.S.I.G. steam will be available at site. The Atul Products Ltd. (manufacturer, exporter, importer), Atul, Western Railway, Surat District, Gujarat. WTD 2/25/64.

NORWAY—Coin-operated vending machines for canteens, cafeterias. Direct purchase and agency. Aage Thoen & Co. (importing distributor, manufacturer's agent), 8 Stenersgate, Oslo.

361 Electric Transmission, Distribution Equipment

BELGIUM—Power distribution, other transformers, including boosters, reactors, except electronic components. Ets. Reichenberg (importer), 22 Blvd. du Midi, Brussels. WTD 4/30/64.

● **GREECE**—Distribution pillars (fuse boxes), low voltage, 8-way, 82; 6-way, 357; 4-way, 107. Tender No. PAP/1438, bid deadline June 26. Public Power Corp., Athens-Piraeus Division, Purchasing Dept., 4 Korai St., Athens. In case award is made to U.S. firm, procurement may be charged against AID loan.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Electric measuring instruments, meters, examining devices, electric controlling devices. The Engineering & Trading Corp. (manufacturer's agent), P.O. Box 673, Gardee Trust Bldg., 2 Napier Rd., Lahore. WTD 4/27/64.

● **TRINIDAD**—4 types of electricity meters: single phase, 230 v.; single phase, 115 v.; polyphase whole current; transformer operated; tender Nos. 835, 836, 837-838, and 839; bid deadline July 8. Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-2939).

● **TRINIDAD, W.I.**—Transformers, single phase, 6,900/240-120 v., 7.5 Kva, 80; 15 Kva, 100; 25 Kva, 100; 37.5 Kva, 100; tender No. 826, bid deadline July 8. Purchasing Officer, Trinidad & Tobago Electricity Commission, P.O. Box 121, 63 Frederick St., Port of Spain.★ (Telephone: 202-WO 7-4242).

362 Electrical Industrial Apparatus

● **AUSTRALIA**—Internal combustion engine driven generating sets, 1,000 Kw, 2; specification No. 849, bid deadline June 17. Specifications may be obtained from The Secretary, State Electricity Commission of Queensland, 447 Gregory Terrace, Brisbane, Queensland, upon payment of $8.40 for the first copy, $2.80 for each additional copy. Fee for first copy is refundable upon receipt of a bona fide tender. Copy of specifications is available for review only in Room 4124, Power & Electrical Equipment Division, BDSA-325, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-WO 7-4242).

BELGIUM—High tension electrical material for distribution of electricity; industrial purposes. Ets. Reichenberg (importer), 22 Blvd. du Midi, Brussels. WTD 4/30/64.

PAKISTAN—Electricity generating machinery; electric motors, generators, transformers; instrument transformers, converters; accumulators and batteries, condensors; high-tension switch-gear, wires and conductors, cables, cable fitting, insulators; electric: welding devices, furnaces, appliances for industry, refrigerators. The Engineering & Trading Corp. (manufacturer's agent), P.O. Box 673, Gardee Trust Bldg., 2 Napier Rd., Lahore. WTD 4/27/64.

● **PANAMA**—Generators, diesel electric, 125 Kw, 3 phase, 2400/4160 v., 2; 125 Kw, 3 phase, 127/220 v., 1; 75 Kw, 3 phase, 127/220 v., 1. Tender No. 73, bid deadline July 23. Instituto de Recursos Hidraulicos y Electrificacion (IRHE), Aptdo. 5285, Panama. Specifications in Spanish.★ (Telephone: 202-WO 7-4242).

363 Household Appliances

HONG KONG—Household electrical appliances; requests replies from manufacturers of high standing, with catalogs and technical information relative to items offered. The Dragon Seed Co. Ltd. (department store), 37-39 Queen's Rd., C., Hong Kong. WTD 5/27/63.

365 Radio, Television Receiving Sets

MOROCCO—High fidelity radio equipment. Quotations Casablanca. Radelec (manufacturer), 10 rue Pégoud, Casablanca.

SOUTH AFRICA—Sound recording machines, recording on plastic discs for phonograph use. Direct purchase and agency. A. Faclier (importing distributor), 62 Church St., Cape Town.

366 Communication Equipment

● **GREECE**—2 semi-automatic telegraph exchanges for international service; estimated cost $40,000; tender No. 6322, bid deadline June 30. Hellenic Telecommunications Organization, Ltd., Supply Dept., 20 Patission St., Athens.★ (Telephone: 202-WO 7-4823).

● **SUDAN**—2000 automatic telephone sets; tender No. 181, bid deadline June 20. Controller, Stores & Workshops, Dept. of Posts & Telegraphs, Light Industrial Area, Khartoum South.★ (Telephone: 202-WO 7-4823).

369 Electrical Machinery, Equipment, Supplies

● **HONG KONG**—Storage batteries, 6 v., 320; 12 v., 310. Tender No. 99, bid deadline June 12. Controller of Stores, Stores Dept., Oil St., Hong Kong, reference Stores C/52/66/64.

PAKISTAN—X-ray apparatus, devices. The Engineering & Trading Corp. (manufacturer's agent), P.O. Box 673, Gardee Trust Bldg., 2 Napier Rd., Lahore. WTD 4/27/64.

371 Motor Vehicles, Motor Vehicle Equipment

● **BURMA**—Spare parts, various quantities, sizes: lamps, rims, tender No. 30/vehicle/8/(63-64), bid deadline June 10; trafficator assemblies; arms, covers, tender No. 31/vehicle/8/(63-64), bid deadline June 10; bulbs, tender No. 32/vehicle/8/(63-64), bid deadline June 10; ignition plugs, tender No. 33/vehicle/8/(63-64), bid deadline June 10; bearing, cam bushings, tender No. 34/vehicle/8/(63-64), bid deadline June 15; gaskets, manifolds, tender No. 35/vehicle/8/(63-64), bid deadline June 15; Perkins P-6 engine parts, tender No. 36/vehicle/8/(63-64), bid deadline June 15; Jeep parts, tender No. 37/vehicle/8/(63-64), bid deadline June 15. The Secretary (I), People's Stores Corp., c/o Foreign Office, Prone Rd., Rangoon.★ (Telephone: 202-WO 7-3294).

ECUADOR—Hearse, automotive; cif Guayaquil; requests replies in Spanish. Confederación de Militares en Retiro, P.O. Box 2682, Quito.

LUXEMBOURG—Spare parts, accessories for U.S. passenger cars, trucks, particularly Willys (Jeeps), GMC, Ford, International, Chrysler on agency basis. No reconditioned or used equipment will be considered. Direct purchase and agency. Henry A. Bekhuys, Box 308, Luxembourg.

NORWAY—Street sweepers, equipment. Direct purchase and agency. Osmond Motor A/S (importing distributor), Pilestredet 75C, Oslo. WTD 4/7/64.

PHILIPPINES—Automatic transmission spare parts for passenger cars; new; surplus spare parts for jeeps, trucks. I. M. Traders (importer, wholesaler, retailer, indentor), 608, 2nd floor, Ongpin, P.O. Box 1525, Manila. WTD 4/4/64.

373 Ship Building, Repairing

KUWAIT—Boat, motor boats, outboard motor boats; direct purchase and agency. Subah Trading & Contracting Co. Ltd. (importer, wholesaler, retailer, contractor), P.O. Box 476, Kuwait. WTD 10/18/62.

NIGERIA—Houseboats, prefabricated, knocked down for ocean shipment, suitable for heavy-duty use in Niger Delta area; air-conditioned; power units. Specifications, illustrative brochures with quotations; c.i.f. Lagos/Apapa. Prospective buyer will visit U.S. to inspect units prior to purchase. Quantity needed not yet known. Frederick R. Harris, Inc. (Pvt. Co.), P.O. Box 1175, Lagos. Attn: Donald H. Inskip.

PAKISTAN—Ships: passenger, cargo, fishing boats, trawlers. Blackhawk Engineers, Ltd. (wholesaler, importer), 43-F Gulberg, Lahore. WTD 4/6/64.

374 Railroad Equipment

● **PHILIPPINES**—Supply and delivery of rolling stock; track, bridge materials; railway telecommunications, signal, interlockers; maintenance-of-ways machines for Manila Railroad Co., bid deadline June 8. Drawings and specifications may be obtained for five pesos (US$1.05) per set from General Manager, Manila Railroad Co., 943 Claro M. Recto Ave., Manila.

381 Engineering, Laboratory, Scientific, Research Instruments

IRELAND—Visual aids for education, scientific, laboratory equipment; sole agency for Republic of Ireland; cif quotations Dublin; no hay or straw packing. Payment: By cash against documents at 60 days sight, or by mail transfer less 2% by 15th of month after date of dispatch. F. Barrett & Co., Ltd. (importing distributor), Dundrum Castle, Dundrum, Dublin 14. WTD 12/4/63.

● **VIET-NAM**—Supply of laboratory apparatus, accessories including but not limited to electrophorests apparatus, fraction collectors, blood gas apparatus, demineralizers, antibiotic zone readers, refractometers, hygrometers, thermoregulators, resistance thermometers; tender No. 1251-04054, bid deadline June 17. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

● **GREECE**—10,000 displacement water meters ½″; 15,000 displacement water meters ⅝″; tender No. 1014, bid deadline June 9. Societe Anonyme Hellinique des Eaux, Athens.★ (Telephone: 202-WO 7-2939).

● **INDIA**—One automatic inspection, sorting equipment including all accessories like conveyer feed mechanism, for checking dimensions, density of uranium oxide pellets; tender No. AEE/P/CAP/9192, bid deadline June 17. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., 3rd Fl., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-2939).

NEW ZEALAND—Automatic water level recording machine for transmitting flood warning information to central receiving station. Requests descriptive brochure, price lists. Eastern Bay of Plenty Catchment Commission, Secretary's Office, County Chambers, P.O. Box 244, Whakatane. Attn: E. D. Revington, Commission Engineer.

● **TURKEY**—7500 dry bellows gas meters; bid deadline July 1. "E.G.O." Ankara Elektrik Havagazi ve Otobus, Isletme Muessesesi Genel Mudurlugu, Ankara. Terms and specifications in English from Modern Tercume Burosu, Ulus Ishani D Bloku No. 304, Ulus, Ankara, at TL 30 ($1.00-TL 9), including airmail charges.

384 Surgical, Medical, Dental Instruments

● **CEYLON**—Luer lock hypodermic syringes, needles, various sizes, quantities; bid deadline July 21. The Ministry of Health & Housing, P.O. Box No. 500, Colombo. Terms and specifications from Embassy of Ceylon, 2148 Wyoming Ave., NW., Washington, D.C.

386 Photographic Equipment

ITALY—Cameras of every kind. Direct purchase and agency. Ligure Internazionale S.r.l. (importer, wholesaler), Via R. Savelli 9, Genoa.

PAKISTAN—All types of photographic chemicals. Packages Ltd. (manufacturer), P.O. Amersidhu, Lahore 14. WTD 4/9/64.

PHILIPPINES—X-ray film. Versatile (Philippines), Inc. (manufacturer, importer, wholesaler, retailer), Banawa, Cebu City. WTD 9/4/63.

Optical sound recording equipment for 16 and 35 mm.; process developer machine for 16 and 35 mm.; continuous contact printer for 16 and 35 mm. Master Film Laboratories, Inc. (importer, processor), 634 J. Abad Santos, San Juan, Rizal. WTD 3/21/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

387 Watches, Clocks, Parts

GERMANY—Electric or battery-operated table, wall clocks, alarm clocks; wholesaler, importer and exporter requests replies from U.S. manufacturers only with price quotations fob New York, N.Y. Robert Krups, 20 Heresbachstrasse, 565 Solingen-Wald, Duesseldorf. WTD 2/3/64.

391 Jewelry, Silverware, Plated Ware

HONG KONG—Diamond cutters, manufacturers & exporters. Yu Kee Co. (importer, wholesaler), 8 Green Lane, 1st floor, Happy Valley, Hong Kong. WTD 7/25/63.

394 Toys, Amusement, Sporting Goods

NIGERIA—All kinds of inexpensive games, toys such as paper dolls, playing cards. Direct purchase and agency. T. N. Ramsons & Co. (importer, retailer), 1A Aggrey Rd., P.O. Box 574, Port Harcourt. WTD 3/10/64.

396 Costume Jewelry, Novelties, Buttons, Notions

SOUTH AFRICA—Clothing buckles; covered buttons; men's plastic buttons; beads, sequins for dressmaking; requests replies from manufacturers only. I. Mendelsohn & Co. (Pty.) Ltd. (manufacturer, importing distributor), 144 Adderley St., Cape Town.

Costume jewelry, novelties. Direct purchase, exclusive agency; requests replies from manufacturers only. Pages & Perms (importing distributor), P.O. Box 13, Bergvliet, C.P. WTD 12/2/63.

399 Manufacturing Industries

ECUADOR—Funeral articles: candelabra, urns, flower-holders, crosses; catalogs. Confederación de Militares en Retiro, P.O. Box 2682, Quito.

HONG KONG—Hog bristles, min. 2″, up; cock feathers of special type such as neck hackles, saddles, tails, all of min. 4″, up, as accepted in the international trade. Requests quotations with samples from suppliers/exporters. Hong Kong Bristle Manufactory (processor, exporter), P.O. Box 4455, North Point, Hong Kong. WTD 12/11/63.

NORWAY—Advertising novelties. Direct purchase and agency. H. Hafnor, Tollbugaten 11, Oslo. WTD 4/30/64.

Greece announces tender for room air conditioner units

The Hellenic Telecommunications Organization, Ltd., (OTE), Supply Dept., 20 Patission St., Athens, has announced Tender No. 6306 for 150 room air conditioners, 15000 to 16000 BTU per hour capacity. Unit height should not exceed 20″. Higher units may also be considered.

In case the award is made to a U.S. firm, the procurement may be charged against an AID loan.

A copy of the tender is available on a short-term loan basis to firms located in the U.S. from the G.I.E.&C. Division, BDSA-323, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-5589.

Quotations on U.S. products wanted by Congolese architect

A Brazzaville architect is designing a new, 16-story building that will probably consist of office space on the lower floors and luxury apartments on the upper floors.

Descriptive literature and price quotations, preferably in French, are being requested from U.S. manufacturers of bathroom equipment, plumbing fixtures, kitchen equipment, elevators, central air conditioning, swimming pool equipment.

Replies should be addressed to Charles Cazaban Mazerolles, American Embassy, Ave. du 28 Aout, 1940, Brazzaville, Republic of Congo.

Leads for Importers

203 Canning, Preserving Foods

SWEDEN—Swedish lingonberries. AB Malmo Fruktimport (wholesaler, agent), 2 Gibraltargatan, Malmo. WTD 6/1/64.

229 Textile Goods

FRANCE—Lace. Jean Sabau (manufacturer), 2 rue Montgolfier, Calais (Pas-de-Calais).

230 Apparel

SWEDEN—Boys' wear, 1-3 years; girls' wear, 1-14 years. Bella Konfektions AB (manufacturer), Baskemollegatan 4 A, Malmo S. WTD 4/20/64.

234 Women's, Misses', Children's Under Garments

SWEDEN—Corsets, corselets, girdles, brassieres. Corsettindustri (importer), Herrljungagatan, Boras. WTD 5/6/64.

242 Sawmills, Planing Mills

FRANCE—Parquetry, flooring: massive chestnut, oak wood; prefabricated or pre-assembled flooring materials; 3-floor-plank panels; patented articles: panodal, eurodal, mosaic flooring, reportedly sound-deadening, easy to install, offered in wholesale lots at attractive prices to U.S. importers. Parquets Coudert, Civray, Vienne. WTD 5/12/64.

264 Converted Paper, Paperboard Products

GERMANY—Files, folders, filing articles, all kinds. Fob Hamburg or Bremen. Elba-Ordner-Fabrik Kraut & Meienborn (manufacturer, exporter), 15 Moritzstrasse, 56 Wuppertal-Elberfeld. Requests replies in German. WTD 5/8/64.

282 Synthetic Materials

FRANCE—Knop viscose moquette, latex coated. Ets. Griffine (manufacturer, exporter), 76 rue Monceau, Paris 8e.

307 Plastic Products

FRANCE—Plastic stoppers, related articles for bottles, flasks, phials; injection molding, polyethylene, vinyl, rilsan, or polystyrene; medicinal droppers, screw-caps, related outfits, various models and sizes. Direct sales to importers preferred in large quantities. Societe des Moulages Plastiques Pessacais, Parc Industriel, Pessac, Gironde. Requests replies in French.

SWEDEN—Polythene packages. Firma B. Sandberg & Co. (manufacturer, agent), Fjardingsgatan 16, Goteborg H.

336 Nonferrous Foundries

GERMANY—Nonferrous metal castings, all kinds, up to 20 tons weight, in pure copper, tin bronze, gun metal, brass, aluminum, lead bronze, light alloys. Manufacturer seeks several representatives throughout the U.S. Hundt & Weber GmbH, 1 Birlenbacherstrasse, 5903 Geisweid Kr. Siegen. WTD 4/29/64.

343 Heating Apparatus, Plumbing Fixtures

NEW ZEALAND—Manufacturer of stainless steel pressware seeks distributors, or agents for, or importers of kitchen, laundry and toilet fittings. Additional information may be obtained from J. Mercer & Sons, Ltd., Dunedin, New Zealand, or the New Zealand Government Senior Trade Commissioner, Suite 306, 1145 19th St., NW., Washington, D.C. 20036.

361 Electric Transmission, Distribution Equipment

GERMANY—Electric switch gear such as low voltage switches up to 500 v., air circuit breakers, isolating switches, load switches; manufacturer seeks several representatives in the U.S. Hundt & Weber GmbH, 1 Birlenbacherstrasse, 5903 Geisweid Kr. Siegen. WTD 4/29/64.

Construction Projects

ANGOLA—A loading pier for minerals to be constructed at Luanda, as a result of emphasis on increasing the port's capacity to meet large volume of traffic—coffee, iron ore, crude oil, petroleum products, manganese ore. In addition to the $1.8 million port extension reported previously, construction of a loading pier 200 meters long and 13 meters deep is planned. To accommodate up to 35-40,000 ton freighters. It will be equipped to handle cargo at the rate of 1,500 tons per hr. Contact: U.S. Consulate General, Avenida Paulo Dias de Novias 37, Luanda, Angola.

FRENCH WEST INDIES—**Refinery** may be constructed in Martinique by state-owned Compagnie Francaise du Petrole (CFP) within next 2 years, according to recent reports. Not known is whether project will be undertaken exclusively by CFP or as joint venture with one or more private companies. Contact: U.S. Consulate, Martinique, French West Indies.

IRAQ—(1 dinar = US$2.80). Iraqi Ports Administration expects to publish a tender in one month for 2 large **tugs**, 2 small tugs, some small **service crafts**. Consulting engineer for project is Knud Hansen Co., Copenhagen, Denmark. Large tugs are expected to be in 2000 hp. category; small tugs from 750 to 1000 hp. U.S. firms interested in this project should send brochures to Port Officer, Iraqi Ports Administration, Basra, Iraq.

The Marine Engineering Dept. of Iraqi Ports Administration, Basra, expects to start working with as yet unnamed consultants to draw-up specifications for **trailing hopper suction dredger** of 4,000 cu. meter capacity. Preliminary work is expected to take 2 to 3 months; public tender to be published by mid-summer. Port engineers' cost of dredger roughly estimated between one and 1½ million dinars (approx. $2.8 to $4.2 million). Contact above agency for further information.

Ministry of Defense recently awarded contracts to 3 local contractors for the building of 1,800 houses for military personnel. Total cost of the project estimated to be 2 million dinar (1 dinar = US$2.80). Actual construction is expected to begin soon.

Most of planning, design, construction will be performed by Iraqis. The contractors will be importing a wide variety of manufactured items. Steel poles, sinks and bathroom fixtures are among items U.S. firms could supply. The contractors also can be expected to need other finished and semi-finished steel or metal items. U.S. businessmen interested in developing this opportunity should contact: 1) the Iraqi Supply and Commission Co., Al-Wathba St., Baghdad; 2) Haj nouri al-A'adhami, Skander Stefan Bldg., Sa'doun St., Baghdad; 3) Qasim Ahmad al-Shatub, al-Pasha Building, Banks' St., Baghdad.

ISRAEL—(3£ = $1.00). The Ministerial Economic Committee has approved an increase in development budget of Haifa Port Authority for construction of passenger hall, motor vehicle inspection area, and special pier for unloading vehicles directly from car ferries at Kishon Harbor. The £1.1 million cost is to be financed by Somerfin Shipping Co., which will be granted rights to tie up its ferries at the pier for 80 days each year. Contact: Haifa Port Authority, Haifa, Israel.

ITALY—(1000 Lire = US$1.60). A new refinery will be constructed by Shell Italiana S.p.A. at Taranto. The refinery will occupy a site of about 214 acres at Punta Rondinella in the vicinity of the new Italsider steel mill and the Cementir (cement) plant in the Industrial Zone of Taranto. Initial throughput of plant will be 3 million tons of crude oil per year but actual capacity will be 4 million tons as Italian legislation requires refineries to have a 30% reserve. The refinery is to have a yearly production of gasoline: 500,000 tons; petroleum: 100,000 tons; diesel: 400,000 tons; fuel oil: 1,700,000 tons, bituminous products: 100,000 tons. Cost of construction in initial phase estimated at approx. 25 billion lire (about $40,000,000). Future plans call for doubling the capacity of the refinery and for construction of a petrochemical plant. It is expected that the new Shell installation will enter into production in 1966.

KUWAIT—Construction of 6-mile waterfront esplanade project designed by Canadian firm, Project Planning Associates, Ltd., tentatively scheduled to begin in 1965 according to the Kuwait Public Works Ministry. Planned as joint, public/private sector undertaking, project will take 5 years to complete, cost estimated at KD15 million (approx. US$42 million) for seawalls, a four-lane highway from Shuwaikh to Dasman Point, a marina for small crafts, public parks and a lagoon near the Ruler's Sief Palace. Restaurants, hotels, recreational facilities on the sea-side will be built by private sector interests. Contact: U.S. Embassy, Kuwait.

MOROCCO—(100 dirham = US$19.76). According to recent reports, studies are almost completed for construction of earth-filled dam on Tessaout River at Ait Aadel, some 65 km. from Marrakech. The dam will be 82 meters high and will be capable of storing 200 million cu. m. of water. It will permit the irrigation of 30,000 hectares of land in the Tessaout valley. An electric power plant capable of producing between 35 and 40 million kw. is to be installed at the foot of the dam. Preliminary studies have been carried out by French engineers and should be completed within 2 months. Call for bids should be issued in the fall, and the 4-year construction job will begin by end of year. Financing has not been arranged yet. Contact: The Office National des Irrigations, Route des Zaers, Rabat.

PAKISTAN—(100 rupees = US$21.) Contract for construction of **Qadiribad Barrage**, an Indus Basin Project, was awarded to "Mailsiphon," a combine of Danish, French and Pakistani firms presently building syphon under Sutlej River at Mailsi, and an Indus Basin Project. The Pakistani partner is Gammon (Pakistan) Ltd., in combine with Pegson Ltd. of the UK, is also contractor for supply of aggregate stone to various Basin projects.

SOUTH AFRICA—(1 rand = $1.40). Professional Provident Society of South Africa and Pension Funds, administered by Anglo-American Group, have announced plans to construct an ultra-modern **skyscraper medical building** estimated to cost 1.5 million rands on recently purchased central location.

Neckelmann South Africa (Pty) Ltd., is to establish a **new factory** to produce stretched and bulked yarn for knitting and weaving industries, including stockings, socks and swim suits, on a 15-acre site at Hammarsdale, Elangeni Industrial Estate, 20 miles from Pietermaritzburg. Company has been formed by Kaj Neckelmann of Silkeborg, Denmark, East Asiatic Co. (S.A.) (Pty) Ltd., and Industrial Development Corp. of South Africa Ltd. Building design has been completed; plant installation should start in September; initial production estimated at 600,000 lb. of dyed and undyed yarn a year.

SOUTH WEST AFRICA—(1 rand = US $1.41). Some of the **hospital projects** being

planned by the South West Africa Administration are: 1) A R.400.000 hospital at Runtu, including **nurses' home, administration blocks** and **x-ray unit**; 2) tuberculosis hospital at Grootfontein; 3) Hospital at Masari; 4) **Institute for medical research** in Windhoeck; 5) **Clinics** at Aus and Koes; 6) A R.1,960,000 hospital in Windhoeck—150 beds; 7) A R1 million hospital at Walvis Bay and a R90,000 hospital at Grootfontein; 8) R200,000 each hospital extensions at Windhoeck and Walvis Bay. Contact: South West Africa Administration, Republic of South Africa.

SPAIN—(100 pesetas = US$1.66). Spanish Government will invest 84 million pesetas to implement 1st phase of an expansion and improvement of Bilbao's Sondica Airport. First phase to be modest, consisting of expanding the present runway of approximately 1450 meters to 2000 meters. In the future it is contemplated to make the airport accessible for smaller jetliners. Contact: U.S. Consulate, Bilbao, Spain.

UAR—(1£ = US$2.87). Poultry Foundation reportedly studying feasibility of construction of a poultry slaughterhouse at Ein-Shams. Capacity of approx. 10,000 chickens per day, slaughtered, dressed, packed. Adjoining plant will be a **refrigerated storage room.** Cost of project estimated at £100,000. Contact Dr. Amin Zaher, Chairman, Poultry Foundation, Cairo, Egypt.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

011 Field Crop Farms

PHILIPPINES—Raw cotton. Fil-Occidental Commercial (Indentor), 1140 Soler, Box 2204, Manila. WTD 6/29/63.

201 Meat Products

PHILIPPINES—Frozen meat, all kinds. Vicente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

202 Dairy Products

PHILIPPINES—Powdered milk. Vicente Yu, Vice-President, The Best Co., Inc., (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

203 Canning, Preserving Foods

PHILIPPINES—All kinds of canned food. Vicente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

Food preparations: canned baby foods, canned meat products, canned fish products, milk preparations. Versatile, (Philippines), Inc. (manufacturer, importer, wholesaler, retailer), Banawa, Cebu City. WTD 9/4/63.

209 Food Preparations

NORWAY—Castor oils. Knud Knudsen & Sonn (manufacturer's agent), Skippergaten 32, Oslo. WTD 11/21/63.

220 Textile Mill Products

NEW ZEALAND—Cotton fabrics for women's outerwear, men's sportswear, shirting; draperies; furnishing fabrics; towels; other household textiles; particularly interested in printed furnishing drapes. A. Stuart Oxley Ltd., P.O. Box 5220, Auckland. WTD 11/20/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

PHILIPPINES—Suiting materials: synthetic and synthetic-mix, for men and women. International Mercantile Co. (indentor), 321 Yuchengco Bldg., 484 Rosario, Box 3383, Manila. WTD 9/28/63.

230 Apparel

SOUTH AFRICA—Men's, juveniles', children's apparel of every description; requests replies from manufacturers only. Tex Agencies (manufacturers' agent), 365 Grand Parade Centre, Adderley St., Cape Town.

281 Industrial Chemicals

PHILIPPINES—Industrial chemicals. Norton & Harrison Co., Inc. (importer, wholesaler, retailer, indentor), 660 Echague, Box 3176, Manila. WTD 4/11/64.

Chemicals, raw materials for textile, plastics, paint industries. Fil-Occidental Commercial (indentor), 1140 Soler, Box 2004, Manila. WTD 6/29/63.

Titanium dioxide. Fil-Occidental Commercial (indentor), 1140 Soler, Box 2204, Manila. WTD 6/29/63.

282 Synthetic Materials

PHILIPPINES—Plastic sheeting for manufacture of handbags. Gus A. Real, Vice-President & General Manager, Hermar Corp. (indentor, exporter), 3rd Floor, Investment & Financing Corp. Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

283 Drugs

PHILIPPINES—Veterinary products for poultry, hogs. Gus A. Real, Vice-President & General Manager, Hermar Corp. (indentor, exporter), 3rd Floor, Investment & Financing Corp. Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

FRANCE—Cleaning compounds, spot removers, detergents, related home maintenance products of good quality; agency and distributorship. Etablissements Saint-Marc Barres & Cie (manufacturer, wholesaler of lye and related cleansing products), 86 Blvd. du Marechal-Leclerc, Bordeaux, Gironde. WTD 6/20/63.

306 Fabricated Rubber Products

VENEZUELA—Boats, rubber. Requests replies in Spanish. Lucio Sport C.A. (importer, distributor), 2a Transversal. 3a Avenida Los Palos Grandes, Caracas. WTD 4/20/64.

311 Leather Tanning, Finishing

PHILIPPINES—Leather for shoe industry. Gus A. Real, Vice-President & General Manager, Hermer Corp. (indentor, exporter), 3rd Floor, Investment & Financing Corp. Bldg., Buendia Ave., Makati, Rizal; Box 1097, Manila. WTD 6/17/63.

313 Boot, Shoe Cut Stock, Findings

FRANCE—Shoe-findings, leather-grindery, supplies for boot and shoe manufacturers, including yarns, eyelets, adhesive tape, prefabricated heels, soles, trimmings, other articles; new boot and shoe specialties; requests replies from manufacturers only. American Supply Corp. (commission merchant, sales and manufacturers' agent), 10 Blvd. Antoine-Gautier, Bordeaux, Gironde. WTD 7/31/63.

329 Abrasives, Asbestos, Nonmetallic Mineral Products

PHILIPPINES—Heat insulation products including asbestos packing. Exclusive agency desired. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

342 Cutlery, Hand Tools, General Hardware

JAPAN—Urgently in need of agents to secure and purchase hardware, construction materials, for sale to Japanese general contractors doing work for U.S. Forces in Japan. Yasuda Sangyo Co. Ltd. (importer, exporter, wholesaler), Tsukisan Bldg., 2 Tsukiji 4-chome, Chuo-ku, Tokyo.

PHILIPPINES—Parts for cabinet making including metal handles, hinges for TV, stereo, radio cabinets. Lynx Products Co. (importer, wholesaler, retailer, manufacturer), 608 Raon, Box 1362, Manila. WTD 7/17/63.

343 Heating Apparatus, Plumbing Fixtures

PHILIPPINES—Plumbing fixtures. Vicente Yu, Vice-President, The Best Co. Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

349 Fabricated Metal Products

PHILIPPINES—Water, gas, gate, check, globe, other valves. International Mercantile Co. (indentor), 321 Yuchengco Bldg., 484 Rosario, Box 3383, Manila. WTD 9/28/63.

351 Engines, Turbines

VENEZUELA—Outboard motors; importer, distributor requests replies in Spanish. Lucio Sport C.A., 2a Transversal, 3a Ave. Los Palos Grande, Caracas. WTD 4/20/64.

352 Farm Machinery

IRAQ—Diesel engine combines from well known U.S. manufacturers. Request catalogs and price list. Rouben Y. Zelouf (importer, commission agent), Shakarchi Bldg., Saffafir St., Baghdad. WTD 4/13/62.

354 Metalworking Machinery

PHILIPPINES—Machine shop equipment. Exclusive agency. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

Welding, oxyacetylene, metallizing equipment. Exclusive agency. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

All kinds of power-driven industrial hand tools. Exclusive agency. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area. Box 789, Manila. WTD 3/12/63.

VENEZUELA—Machinery to make corrugated and plain garbage pails in all standard sizes. E. Padron Wells, Aptdo. de Chacao 11375, Caracas.

355 Special Industry Machinery

PHILIPPINES—Logging equipment. Exclusive agency. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

356 General Industrial Machinery

PHILIPPINES—Industrial ball and roller bearings. R. S. Manzano, Jr., Industrial Sales, Pacific Merchandising Corp. (importer, wholesaler, retailer, indentor), 16th St. corner Chicago St., Port Area, Box 789, Manila. WTD 3/12/63.

358 Service Industry Machinery

IRAQ—Central laundry equipment. Requests replies from manufacturers, exclusive agency desired. Wadi Engineering & Trading Co. W.L.L. (importer, agents, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 4/16/64.

Water treatment plants, e.g. softeners; requests replies from manufacturers. Wadi Engineering & Trading Co. W.L.L. (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 4/16/64.

362 Electrical Industrial Apparatus

NORWAY—Metalizing and metal spraying apparatus for building up surfaces, for reconditioning crank shafts, propellers, cylinders, machinery. Halseth Industrimaskiner A/S (manufacturer's representative), 50 Ths. Heftyesgate, Oslo 2. WTD 1/14/64.

364 Electric Lighting, Wiring Equipment

PHILIPPINES—Electrical supplies including switches, plugs, cords. Vicente Yu, Vice-President, The Best Co., Inc. (indentor), 609 Manhattan Bldg., 415 Nueva, Box 634, Manila. WTD 4/25/64.

366 Communications Equipment

NEW ZEALAND—Road safety equipment, road lamps, signs; requests replies from manufacturers only. Road Safety Products (New Zealand) Ltd. (retailer, wholesaler, distributor), P.O. Box 99, Lower Hutt (near Wellington). WTD 12/6/62.

371 Motor Vehicles, Motor Vehicle Equipment

IRAQ—Ten refrigerated trailers, 10 tons capacity, length 40', width 10', for transport of vegetables, fruits from Lebanon and Jordan to Iraq. Rouben Y. Zelouf (importer, commission agent), Shakarchi Bldg., Saffafir St., Baghdad. WTD 4/13/62.

373 Ship Building, Repairing

ITALY—Aluminum alloy accommodation ladders, walking cats for tankers, pilot ladders, aluminum rafts, stages for painting, repairing ships. Indent agency. (Distributor and wholesaler). Cap. R. Russo Corvaja, Rappresentanze, Via G. Torti 24/8, Genoa.

VENEZUELA—Civilian pleasure, sporting boats, such as canoes, dinghies, dories, importer, distributor, requests replies in Spanish. Lucio Sport C.A., 2a Transversal, 3a Ave. Los Palos Grandes, Caracas. WTD 4/20/64.

386 Photographic Equipment, Supplies

PHILIPPINES—Photographic equipment, supplies including transparent oil colors for photographic use, flash bulbs, electronic flash apparatus, darkroom equipment, photographic chemicals, cameras (120 and 35mm), sound projectors (16mm), home movie screens, color film (120, 620, 127, 35mm), print dryers (rotating drum type, thermostatically controlled), automatic developing and printing machines. Agency. Keyser Mercantile Co., Inc. (importer, wholesaler, retailer, indentor), 731 R. Hidalgo, Box 3535, Manila. WTD 1/17/64.

394 Toys, Amusement, Sporting Goods

VENEZUELA—Sporting, athletic goods, fishing tackle, equipment; requests replies in Spanish. Lucio Sport, C.A., 2a Transversal 3a Ave. Los Palos Grandes, Caracas. WTD 4/20/64.

Burma in market for paper, foil, cellophane products

The People's Stores Corp., Industrial Raw Materials Division, 400-408 Merchant St., Rangoon, Burma, has issued tender No. 11/PP. 16/64 (Paper) with a bid deadline of June 8 for various items of paper and foil.

Requirements include art paper, printing paper, poster paper, cellophane (clear and colored), Kraft paper, straw board, and aluminum stamping foil.

Copy of the tender is available on a short term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-303, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-3003.

Bid deadline extended by UAR

The General Organization for Executing the Five Year Industrial Plan, 6, Khalil Agha Street, Garden City, Cairo, has announced an extension of a bid deadline from May 10 to July 11 of the tender for a complete kraft paper plant at Suez.

The plant, which should be a turn key operation, will produce 16,000 tons per year of kraft paper sacks for cement, fertilizers, boxes, and wrapping. (INTERNATIONAL COMMERCE, March 16, p. 26).

A copy of the tender is available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA-323, Department of Commerce, Washington, D.C. 20230, telephone: 202-WO 7-5589.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—Lance J. Smith, General Manager, Cyclone Forgings Pty. Ltd., Harper St., Abbotsford, Victoria, interested in visiting **hand tools** and **builders' hardware** plants with view to completing manufacturing agreements on any specialized or patented products, requesting technical information. June 2 via Honolulu for 2 months. c/o Australian Trade Commissioner, 350 Post St., San Francisco 8, Calif.; and Australian Senior Trade Commissioner, 630 Fifth Ave., New York, N.Y. Itinerary: Honolulu, Los Angeles, San Francisco, Buffalo, Cleveland, Chicago, Kansas City, Memphis, Miami, Washington, Philadelphia, New York, Boston.

Harold Bax, representing Harold Bax Pty. Ltd., 9 Mary St., Brisbane, interested in contacting suppliers of **glassware** and **china.** Here for one week. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

Isidor Leibovitch, Director, Frost Bland & Co. (Aust.) Pty. Ltd., Daking House, Rawson Place, Sydney, N.S.W., interested in contacting manufacturers of **cosmetics,** including novelty lines, perfumes. June 10 via New York for 3-4 weeks. c/o The Summit of New York, E. 51st St. & Lexington Ave., New York, N.Y. Itinerary: New York, Washington, Los Angeles.

AUSTRIA—Hans Witzmann, representing "WIBA" Hans und Ruth Witzmann oHG, Maroltingergasse 65, Vienna XVI, interested in contacting U.S. manufacturers and/or exporters of **raw materials,** as well as prospective importers of its own line of **plastic household** and **kitchen articles;** visiting plants of plastic fabricators and manufacturers in its own line; exchanging technical know-how and obtaining information on sales management. June via New York for 3 months. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago, Washington.

BRITISH GUIANA—James Chin Pac Hon, representing Cho Chin & Co., 3 Lombard St., Georgetown, interested in starting new lines of sales in **haberdashery** and **novelty gifts;** visiting **poultry farms** and/or **experimental poultry stations.** June 5 via New York for 3 months. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Minneapolis, San Francisco, Los Angeles.

CEYLON—M-Z-D-Jaleel, representing M. C. Abdul Rahim & Brothers and Ceylon Stoves & Aluminum Works, Ltd., 90 Keyzer St., Colombo 11, interested in **machinery for manufacturing kerosene oil cookers** and **stoves; raw materials** pertaining to above manufactures; also requesting technical information. June via New York for one month. c/o Department of Commerce Field Offices in itinerary. Itinerary: New York, Washington, Los Angeles, San Francisco, Chicago, Philadelphia.

CHILE—Isaac Arueste, representing Plasticos Arueste, A. Figueroa 370, Santiago, interested in purchasing **machinery for making dies,** requesting technical information. June 10 via

New York for 7 days. c/o Governor Clinton Hotel, Seventh Ave. & 31st St., New York, N.Y. Itinerary: New York, Miami.

DENMARK—Axel Sorensen, representing Lemvigh-Muller & Munck A/S, 16 Vestergade, Copenhagen K, interested in **mechanical handling at steel service centers.** June 2 via New York until August 13. c/o Mrs. Mcilvenna, 566-20th Ave., San Francisco, California. Itinerary: San Francisco.

EGYPT—Fouad Boutros Khalouf, representing Khalouf Export, P.O. Box 317, Cairo, interested in exporting to U.S. Egyptian **handicraft:** copperware, silverware, leather goods, oriental curiosities, sheep casings. Early June via New York for 6 months. c/o Taft Hotel, Seventh Ave. & 50th St., New York, N.Y. Itinerary: New York, Chicago, Detroit, Pittsburgh, Boston.

ENGLAND—A. Goldsmith, representing Anthony Goldsmith & Co. Ltd., 219 Blackfriars Rd., London, S.E.1., interested in selling British **toys** in U.S., direct to department stores or through importers; finding new sources of supply for toys, hobby, and, possibly, **camping** and **gardening lines,** for distribution in U.K. June 10 via New York for 2-3 weeks. c/o Mr. G. G. Simpson, Deputy Consul-General (Commercial), British Consulate General, 845 Third Ave., New York, N.Y. Itinerary: New York, Philadelphia, Washington, Baltimore.

FRANCE—Mr. Fohanno, representing SOVEMA (Societe De Vente De Metaux Et D'Alliages), 40 Rue Pre-Gaudry, Lyon (Rhone), interested in purchasing **bathroom fixtures,** including wash basins, bathtubs, commodes; **kitchen fixtures,** including sinks and water heaters; **plastic and glazed tile; galvanized and copper pipe with fittings;** and large diameter **steel water pipe.** June 2 via New York for one month. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: Indefinite.

INDIA—Harjan Singh, Managing Director, Fritz & Singh Private Ltd., "Fritz House," 227 Netaji Subhas Ghandra Rose Rd., Tollygunge, Calcutta 47, interested in discussing with U.S. manufacturers possible collaboration for manufacture of highly specialized **oil filtration equipment** and **replacement components, ancillary industry** to **aircraft and missile common purpose replacement parts, hydraulic equipment, reclamation of used oil, special purpose paper and paper products;** agency representation. First week June via New York for 2 weeks. c/o The Indian Consulate General, 1 East 64th St., New York, N.Y. Itinerary: New York; Indiana.

IRAQ—Nuri Abdul Hussein Samawarchi, Manager, Abdul Hussein I. Samawarchi, 251 A3/1 Rashid St., Baghdad, interested in contacting suppliers of **electrical household appliances** for Iraqi representation. June 10 via San Francisco for 3 weeks. c/o Manhattan Commercial Corp., 366 Broadway, New York, N.Y. Itinerary: San Francisco, New York.

ITALY—Marino Mugnaioni, representing Enrico Longinotti, Viale Donato Giannotti 81, Florence, interested in contacting firms manufacturing **presses** and **grinding machinery; prefabricated buildings;** also requesting technical information on prefabricated buildings. Here for 2 weeks. c/o Italian Consulate General, Commercial Dept., 666 Fifth Ave., New York, N.Y. Itinerary: New York, Boston, Washington, Pittsburgh.

LEBANON—Jamil B. Iskandar, representing B. Iskandar & Sons, Salameh Bldg., Rue Chateaubriand, Beirut, interested in **men's wear; swimming pool equipment,** other **articles for motel and beach project;** also requesting technical information project. First week June via New York for one month. c/o Dr. George Iskandar, Magee Womens Hospital, Pittsburgh, Pa. Itinerary: New York, Pittsburgh, Miami, Los Angeles, San Francisco.

Pierre S. Naufal, representing Librairies Antoine (A. Naufal & Freres), P.O. Box 656, Rue de l'Emir Bechir, Beirut, interested in **contacting publishers of books, magazines** and **other periodicals.** Here until June 20. c/o Mr. Toufic Farhoud, 234-85th St., Brooklyn, N.Y. Itinerary: New York, Washington.

MEXICO—Zoltan Engel, General Manager, Empaques Casablanca, S.A., Calle Escape No. 13, Naucalpan de Juarez, Edo. de Mexico, interested in setting up **corrugated carton factory** in southwest area. Here indefinitely. c/o Department of Commerce Field Offices in itinerary. Itinerary: San Antonio, Dallas, Houston.

NETHERLANDS—W. van Workum, H. Verhoeff and F. Frerikeen, Managers, Tricotage & Kousenfabriek L. ten Cate N.V., 55 Langeveenseweg, Geesteren (Ov.), interested in visiting **hosiery, underwear** and **foundations' industries** and **buying textile machinery;** also requesting technical information on newly developed machinery for above items. First week June via New York for 3 weeks. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York, Chicago, San Francisco.

NIGERIA—Youssef Bohsali, representing Y. Bohsali & Co., Ltd., P.O. Box 169, Lagos, interested in **textiles** in general; **food canning industry.** Here until June 18. c/o Mr. Robert Lee, Irving Trust Company, 1 Wall St., New York, N.Y. Itinerary: New York.

PAKISTAN—A. H. Dodhy, representing The Indus Basin Co., 11, Humera Mansion, Tehel Ram Khem Chand Road, Karachi 2, interested in contacting manufacturers of **steel wire,** all types, **GRCA sheets, pig iron** and **nonferrous metals.** First week June via New York for 3-4 weeks. c/o American Express Company, 65 Broadway, New York, N.Y. Itinerary: New York, Chicago, Denver, Milwaukee, Kansas City, Los Angeles.

Mushtaq Ali Mushtaq and Mubarik Ali, representing Rehman Automobile & Electric Works, Garden Town, Lahore 14, interested in manufacturers of **batteries** and **fans;** importers of **radios, air conditioners, refrigerators, automotive spare parts, raw materials for batteries** such as pig lead, lead oxide, battery containers and separators; assembling of **TV receiving sets;** proposed **installation of automatic accumulator machinery.** Also requesting technical information on above. First week June via New York for one month. c/o Singer Products Co., Inc., 99 Broad St., New York, N.Y. Itinerary: New York, Detroit, Chicago, Port Huron, San Antonio, Los Angeles, San Francisco.

SOUTH AFRICA—George S. Kuschke, General Manager, Industrial Development Corp. of South Africa Ltd., P.O. Box 6905, Johannesburg, interested in contacting U.S. firms considering **manufacturing or investing in industrial ventures in South Africa.** June 6 via Honolulu for 2 weeks. c/o South African Marine Corp., 2 Broadway, New York, N.Y. Itinerary: Dallas, Houston, New Orleans, New York.

Councillor A. S. Kapelus, representing The Municipality of Springs, P.O. Box 45, Springs, Transvaal, interested in contacting firms considering **investment and/or establishment of industries in South Africa.** June 8 via San Francisco for 2 weeks. c/o Department of Commerce Field Offices in itinerary. Itinerary: Los Angeles, San Francisco, Chicago.

TAIWAN—Tze-hou Tao, President, and C. C. Liang, Secretary, Kou Feng Industrial Co., 112, Sec. 1 Hankow St., Taipei, interested in visiting **textile** or **worsted mills, flour mills, knitwear factories, steel mills, hand tool manufacturers, fastener factories, machinery manufacturers** and requesting technical information on industrial organization and management, automatic production lines for mass production, installation of complete manufacturing plant for producing high-quality precision hand tools and marketing techniques. June 3 via New York until June 30. c/o Mr. Grant H. Liang, 805 E. 52nd St., Brooklyn, New York. Itinerary: San Francisco, Los Angeles, Chicago, Detroit, New York, Washington, Pittsburgh, Honolulu.

SWITZERLAND—Max E. Biedermann, representing M. Biedermann & Co. AG., 6 Freigutstrasse, Zurich 2, announced in INTERNATIONAL COMMERCE, 4/20, p. 58, arrived May 21 for 2-3 weeks. c/o Belmont Plaza Hotel, 49th St. and Lexington Ave., New York, N.Y.

URUGUAY—Bertoldo Jonas, President, Industria del Caucho S.A., Calle Cuareim 1443, Montevideo, interested in establishing connections with U.S. importers of **rubber articles,** especially **rubber footwear.** June via New York, indefinitely. c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. 10001. Itinerary: New York.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated May, unless otherwise marked.

American Firms, Subsidiaries and Affiliates—Finland, January.

Automotive Vehicle and Equipment Importers and Dealers—Hong Kong.

Business Firms—St. Pierre and Miquelon.

Electronic Equipment, Electron Tube and other Electronic Components and Accessories Importers, Dealers and Manufacturers—Iraq.

Fiber Producers and Exporters—Morocco.

Fruit and Nut Importers and Dealers—Sweden, April.

Leather and Shoe Findings Importers and Dealers—Guatemala, April.

Machine Tool, Die, other Metalworking Machinery and Industrial Furnace Importers and Dealers—Haiti.

Machine Tool, Die, other Metalworking Machinery and Industrial Furnace Importers and Dealers—Uruguay, April.

New Books and Reports

***Overseas Business Reports*. U.S. Dept. of Commerce. Washington, 1963 and 1964. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C., 20402.**

Establishing a Business in Argentina. OBR 64-33. 20pp. Describes the Argentine investment climate; legislation governing investment; forms of business organization; patent, trademark and copyright regulations; employment of natives and aliens; and taxes affecting foreign investment.

Basic Data on the Economy of Hungary. OBR 64-37. 19pp. Contains information on geography, population, education and government; the structure of the economy; the various industrial sectors; the labor force; finance and foreign trade.

Basic Data on the Economy of Saudi Arabia. OBR 64-40. 6pp. Contains the same types of information as OBR 64-33, above.

Basic Data on the Economy of Liberia. OBR 64-42. 16pp. Contains the same types of information as OBR 64-33, above.

U.S. Foreign Trade: January-December 1963. OBR 64-43. 28pp. Eighteen tables summarizing the U.S. trade performance in 1963.

U.S. Trade with Cuba, 1960-63. OBR 64-44. 4pp. Three tables outlining the decline in U.S. trade with Cuba.

***Brazil's Developing Northeast: A Study of Regional Planning and Foreign Aid*. Stefan H. Robock. 1963. The Brookings Institution, 1775 Massachusetts Ave., NW., Washington, D.C. 20006. 213pp. $2.**

Gives brief overview of the total Brazilian setting, recent regional patterns of development, and the structure and trends of the country's underdeveloped Northeast economy. History of the self-development efforts are then traced through the affirmative economic development programs now becoming established as national policy for the region. After reviewing past and present foreign aid activities to assist the Northeast, the study presents a series of general views on future development issues and prospects for foreign aid which emerge from the Northeast experience.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the U.S. Department of Commerce, Sales and Distribution Section, 1200 South Eads Street, Arlington, Virginia.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

***France—Its Industries*. Published by the Federation of French Industries. Paris, 1964. 112pp. $1.**

Presents the basic facts about every industry in France, including location, installations, production, employment, sales, exports, and research facilities. It also contains an index of industries by area and a list of the major technical research institutes in France.

Write France Actuelle, 221 Southern Building, Washington, D.C. 20005.

***GATT Publications*. Published by the General Agreement on Tariffs and Trade. Geneva, 1964. Free.**

Four recently published booklets which might interest the international trader are: **The Role of GATT in Relation to Trade and Development** (56pp.); **The GATT and Economic Development** (24pp.); **GATT—what it is . . . what it does . . . how it works** (21pp.); and **GATT Publications** (16pp.).

Write to the Information and Library Services, GATT Secretariat, Villa Le Bocage, Palais des Nations, Geneva 10, Switzerland, or to the Columbia University Press, New York, N.Y.

Export rules

The latest revision of the Summary of U.S. Export Control Regulations (as of April 1, 1964) is available from the Superintendent of Documents, GPO, Washington, D.C. 20402, and from all Commerce Department Field Offices. Price: 20 cents.

***Investment in the Caribbean: 1964*. Published by the Noyes Development Corporation. Pearl River, New York.**

Twenty-two countries are discussed, with facts including taxation, tax exemptions, type of operation most suitable for the area, labor situation, etc. This study also discusses the problems associated with investing in the area.

The guide is also intended for businessmen who would like to start a small business with limited capital on one of the islands. The tourist boom and industrialization in the area is opening up many opportunities for small businesses and hotels.

Write the Noyes Development Corporation, 16-18 Railroad Avenue, P.O. Drawer 900, Pearl River, New York.

***Rundt's Overseas Market Report on Germany. No. 400/401*. Published by S. J. Rundt & Associates, New York. April 21, 1964. $35.**

Recent overseas area economic surveys, giving detailed examination of population; economic and industrial analysis and trends; international trade by countries and commodities; U.S., Common Market and Communist countries relations; monetary, financial, banking and fiscal review, production and development; employment and wages; and foreign investment.

Write: S. J. Rundt & Associates, 130 E. 63rd Street, New York, N.Y. 10021.

***The British Economy*. Roy Harrod. 1963. McGraw-Hill Book Co., Inc., 330 W. 42d St., New York, N.Y. 10036. 240pp. $5.95.**

Opening with the continuing effects of World War II on the United Kingdom, outlines progress since that time—production, inflation, balance of payments. Discusses socialism, industry, monetary system, labor, and critically scrutinizes economic policies in recent years in both the United Kingdom and the U.S.

***International Directory of Travel Agents*. (1964 Ed.) Annual. The Hotel and Travel Index, 5850 Hollywood Blvd., Hollywood, Calif. 90028. 205pp. $10.**

Directory of travel agents, tour operators and hotel representatives throughout the world.

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Calendar *for international traders*

June

1—Delaware's 2nd annual World Trade Conference, Hotel du Pont, **Wilmington, Del.** Sponsors: Delaware State Chamber of Commerce, Department of Commerce, Small Business Administration.

2—Round Table Conference, Foreign Credit Interchange Bureau, 1:30 p.m., Advertising Club, **New York, N.Y.**

4—Newark Regional Modernization Conference, **Newark, N.J.** Sponsors: Chamber of Commerce of Newark, Department of Commerce New York Field Office. Speaker: Franklin D. Roosevelt, Jr., Under Secretary of Commerce.

8—National Metal Trades Association convention, Willard Hotel, **Washington, D.C.** Speaker: George Donat, Administrator, BDSA.

8-10—University of Illinois Executive Seminar on Trading With Africa, University of Illinois, **Urbana, Ill.** Speaker: Bernard Blankenheimer, Bureau of International Commerce.

8-11—16th annual World Congress of the International Advertising Association, Waldorf Astoria Hotel, **New York, N.Y.**

9—Monthly luncheon meeting, International Executives Association, Hotel Statler Hilton, **New York, N.Y.**

9—Businessmen's consultations with members of U.S. Trade Mission to Australia-New Zealand, Federal Bldg., **Minneapolis, Minn.**

9—Business Equipment Manufacturers Association, International Commerce Committee luncheon, BEMA Headquarters, **New York, N.Y.** Speaker: Claude Courand, Director, American Republics Division, Office of International Regional Economics, BIC.

9—U.S. Brewers Association Annual Convention, International Inn, **Washington, D.C.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

9—All-day conference / consultation with members of U.S. Trade Mission to Venezuela, Field Office, **St. Louis, Mo.** Sponsors: REEC, World Trade Club, Chamber of Commerce.

10—Air-Conditioning and Refrigeration Institute, Foreign Trade Committee luncheon, Chemists Club, **New York, N.Y.** Speaker: Raymond Spencer, Office of International Trade Promotion, BIC.

10—Boston Regional Modernization Conference, Sheraton Plaza Hotel, **Boston, Mass.** Sponsor: Department of Commerce, Boston Field Office. Speakers: Franklin D. Roosevelt, Jr., Under Secretary of Commerce, E. E. Schnellbacher, Asst. Director, BIC.

10—Businessmen's consultations with members of U.S. Building Supplies & Equipment Trade Mission to Germany, **Atlanta, Ga.** Sponsors: Department of Commerce Field Office, REEC.

10—Businessmen's consultations with members of U.S. Trade Mission to Venezuela and Germany, Sheraton Motor Inn, **Buffalo, N.Y.** Sponsors: Buffalo Area Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

11—International Trade Club of Chicago, LaSalle Hotel, **Chicago, Ill.**

11—Businessmen's consultations with members of Australian-New Zealand, German and Venezuelan Trade Missions, Chicago Field Office, **Chicago, Ill.**

11—Export Expansion Workshop. Kansas Power and Light Auditorium, 2 p.m., **Topeka, Kan.** Sponsors: Kansas City REEC, Field Office, Topeka Chamber of Commerce.

11—Businessmen's consultations with members of the U.S. Trade Missions to Australia/New Zealand and Venezuela, luncheon conference, **Los Angeles, Calif.** Sponsors: Foreign Trade Association of Southern California, World Trade Committee, Chamber of Commerce.

12—Businessmen's consultations with members of U.S. Trade Mission to Venezuela, Germany and Australia, Rochester Chamber of Commerce, **Rochester, N.Y.** Sponsors: Rochester Chamber of Commerce; Department of Commerce, Buffalo Field Office; Western New York REEC.

12—Venezuela Trade Mission Terminal Conference, Hotel Peabody, **Memphis, Tenn.** Sponsors: Memphis Area Chamber of Commerce, Memphis Field Office.

12—Institute of Electronic and Electrical Engineers Conference, Pratt Institute, **Brooklyn, N.Y.** Speaker: Louis H. Neimann, BDSA.

15—Terminal conference. Trade Missions Australia and New Zealand, Sheraton-Cleveland Hotel, **Cleveland, Ohio.**

16—16th Cleveland Export Expansion Conference, Field Office, Department of Commerce, Federal Reserve Bank Bldg., **Cleveland, Ohio.**

16-18—Electronic Industries Association, Annual Convention, **Chicago, Ill.** Speaker: Roy Gootenberg, Bureau of International Commerce.

17—Export expansion seminar, Irvin S. Cobb Hotel, **Paducah, Ky.** Sponsors: Chamber of Commerce, Rotary Club, St. Louis REEC.

19-20—Fatty Acid Producers' Council, Division of Soap and Detergent Assn., annual convention, **Hot Springs, Va.** Speaker: Richard Garnitz, Bureau of International Commerce.

21-25—4th International ISA-APCA Air Pollution Instrumentation Symposium, Shamrock-Hilton, Hotel, **Houston, Texas.** Sponsor: Instrument Society of America.

22—American Institute of Mining and Metallurgical Engineers Seminar, Battelle Memorial Institute, **Washington, D.C.** Speaker: George Donat, Administrator, BDSA.

23—Conference on "Export Control of Technical Data, Field Office, **St. Louis, Mo.** Sponsors: World Trade Club, Chamber of Commerce and St. Louis REEC.

25—Insulation Board Institute 50th Anniversary Dinner, Westchester Country Club, **Rye, N.Y.** Speaker: George Donat, Administrator, BDSA.

25—Ohio University College of Business Administration Seminar, Doing Business in Latin America. Sheraton-Cleveland Hotel, **Cleveland, Ohio.** Speaker: Claude Courand, Bureau of International Commerce.

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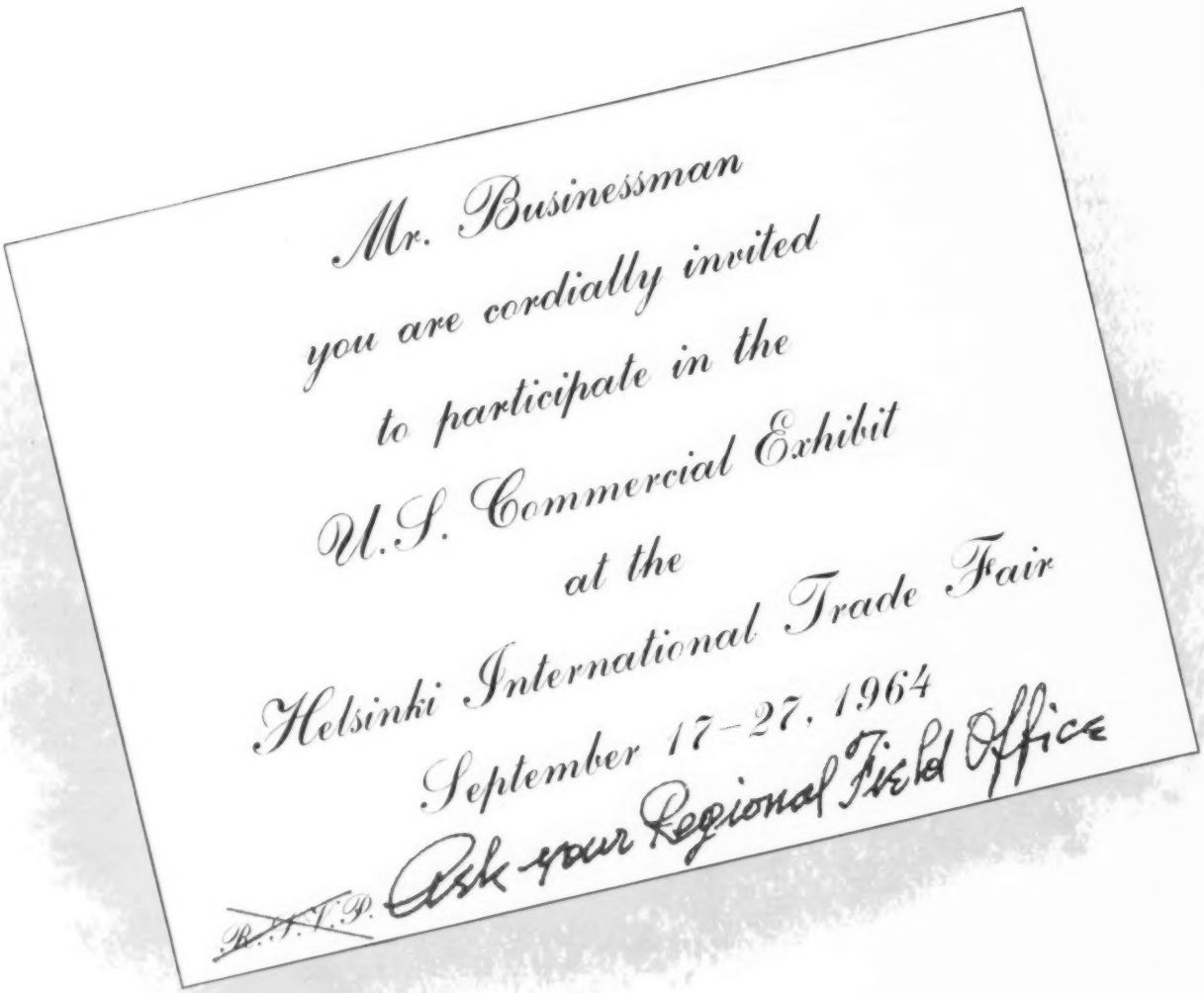

This U. S. Exhibit is restricted to automotive servicing, repair and maintenance equipment—and business machines. Market surveys indicate these will be best sellers. Opportunity has never been greater to locate agents and distributors in a new market.

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